

# DISTRIBUTION AND WAREHOUSING



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## Warehousing's N. R. A. Situation at the Beginning of September

By KENT B. STILES

**A**UGUST'S developments in the public storage industry under the national recovery law were as follows:

1. The Association of Refrigerated Warehouses (a division of the American Warehousemen's Association) filed its code at Washington on the 16th and requested a public hearing. One is expected to be held in September. Meanwhile all parts of the code except the labor end are being studied by the Agricultural Adjustment Administration, with the National Recovery Administration handling the labor phases. In brief, the cold storage code (a) fixes a 40-hour week for clerical and a 48-hour week for mechanical workers; (b) prescribes minimum wages, for clerical help, of \$15 weekly in large and \$14 weekly in small cities, and, for other employees, 25 cents an hour minimum in southern States and 35 an hour minimum in other States; (c) provides for space control based on convenience and necessity; (d) forbids rebates and excessive loans; (e) makes mandatory separate charges for special services; and (f) strengthens the warehouse receipt machinery. (See story beginning on page 14.)

2. The merchandise division of the American filed its code at Washington on the 24th. A public hearing will be held probably in September. A feature newly incorporated in the code is designed to avert dumping of excess space on the storage market by requiring certificates of public convenience and necessity, even by Federal and State and municipal authorities. (Story begins on page 8.)

3. The code committee of the National Furniture Warehousemen's Association was meeting in Chicago on the 30th and 31st to prepare final draft of its code, which it hoped to present at Washington within ten days thereafter. It was announced that the National would insist that household goods hauling be controlled by household goods warehousing and not be permitted to be controlled under any general truck transportation code. (Turn to page 12 for story.)

4. The Mayflower Warehousemen's Association prepared (a) a combined code for household goods and merchandise warehousing, seeking to have these two branches of the industry controlled by a single administrative agency; and (b) a long distance moving code under which household goods hauling would be placed within a general truck transportation code. The two Mayflower documents were expected to be filed at Washington late in August or early in September. Meanwhile the N.F.W.A. had requested the National Recovery Administration to withhold action on any codes affecting household goods warehousing, pending the filing of the N.F.W.A. code.

5. Efforts in the motor trucking field to harmonize conflicting policies failed when the Federated Truck Associations of America and the American Highway Freight Association were unable to compose their differences and agree on a joint code. As a result the N.R.A. will have two truck transportation codes to study and may decide to adopt the best features of each and combine them. (Story begins on page 17.)

# Merchandise Warehousing's Code Is Formally Filed at Washington

Revised Document Presented to N. R. A. by Smith, Erickson and Cricher.  
A New Provision Is Aimed to Avert Dumping of Excess Space on Market.  
Public Hearing Expected Soon

**T**HE proposed code of fair competition for the merchandise warehousing industry as formulated by the merchandise division of the American Warehousemen's Association was formally presented to the National Recovery Administration at Washington on Aug. 24 by Sidney A. Smith, Chicago, the division's president, and Elmer Erickson, Chicago, chairman of the division's code committee. Accompanying the two executives was A. Lane Cricher, who, formerly chief of the division of transportation and communication of the Bureau of Foreign and Domestic Commerce of the Department of Commerce, has been retained by the division as its Washington representative.

The proposed draft, which Mr. Smith had earlier in the month distributed to merchandise warehouse companies throughout the country, is being studied by the National Recovery Administration to determine whether it conforms with the Administration's ideas.

If the Administration has any changes to suggest they will be placed before the division's code committee, which

will meet to consider them, and any revisions decided on by the committee will be filed with the Administration. Thereafter the Administration will announce a date for a public hearing, the indications late in August being that such a hearing would be held some time in September.

In the event that no further changes become necessary as a result of what takes place at the public hearing, the code as finally agreed on will then be accepted by the Administration and will become law fourteen days after having been signed by President Roosevelt.

Early October at the latest, accordingly, should find merchandise warehousing in this country functioning under the national industrial recovery Act.

Originally it had been planned that the American's merchandise division should issue a nation-wide call for a conference. Cooperation extended by warehousemen individually and by the industry's regional, State and local trade associations, however, made the holding of such a conference unnecessary, in the judgment of President Smith of the division.

**M**R. SMITH in his letter, Aug. 15, transmitting the code to operators throughout the country pointed out that the division "represents either directly or through associated local or regional warehousemen's organizations at least ninety per cent of the space devoted to the public warehousing of general merchandise" and that the division was "truly qualified" to prepare a code because "it is the recognized nation-wide organization covering and serving the merchandise warehousing field and having a representative membership which is open to all with no undue restrictions."

The code committee throughout its work had, Mr. Smith reminded, been in constant contact with merchandise warehousemen all over the country and "it is therefore felt that the code herewith submitted will receive almost unanimous support of the industry." He continued:

"A tremendous amount of thought and study has been given this code and it does not seem that there can be any questions which have not been given consideration. We want to assure you that it has been the earnest purpose of everyone that the interests of warehousemen everywhere be safeguarded, and certainly their interest lies in the closest cooperation possible with the Federal Government in order to reduce and relieve unemployment, to improve standards of labor, to eliminate unfair competitive practices, and otherwise to

rehabilitate the merchandise warehousing industry, thus enabling it to do its part toward establishing that balance of industries which is necessary to the restoration and maintenance of the highest practical degree of public welfare.

"You have no doubt read carefully the provisions of the N. I. R. A. and know how important it is that we as ware-

## Codes and Costs

**W**ILL the expenses of operating a public warehouse be increased under the National Industrial Recovery Act?

Undoubtedly that question is in every storage executive's mind.

H. A. Haring, *Distribution and Warehousing's* contributing editor, will answer it—in the October issue.

warehousemen adopt a code promptly so that we may not be out of step with the rest of the industrial or commercial world. Please read the code carefully. If and when it is adopted it becomes the merchant law for warehousing.

"We are sure that you are fully in accord with the purposes of the N. I. R. A. and we believe that this code as constructed will enable the merchandise

warehouseman to so conduct his business that he will be able to fully meet the requirements of labor and thus assist in bringing about the desired results.

"May we suggest that you inform your employees fully as to what is provided for them in Article IV and invite their approval. We are sure that warehouse employees everywhere will be entirely agreeable to our employee relations clause.

"We express to you the thought that you should begin a study of your costs of operation under the new conditions so that in case this code is adopted, you may be in position to prepare proper tariffs.

"It is the hope of those of us who have been engaged in the preparation of this code that it will be adopted promptly. If this should fail we face the possible alternative of having a code prepared for us by the Government, which would undoubtedly contain even greater burdens and perhaps have no compensating features. We hope you will understand that the Merchandise Division of the AWA has done this work in an endeavor to serve every warehouseman, whether a member or not."

Mr. Smith's transmittal was accompanied by a ballot which each recipient was asked to sign and return, thus registering approval of the proposed code subject to changes when considered by the Administration.



## Deputy Administrator Whiteside Is Handling Merchandise Division Code

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Washington Bureau,  
1157 National Press Building

**DEPUTY ADMINISTRATOR A. D. WHITESIDE**, of the National Recovery Administration, was assigned to handle the code of fair competition for the merchandise warehousing industry of the United States which was presented to the Administration on Aug. 24. Unless the assignment is changed meanwhile Mr. Whiteside will preside at the public hearing on the code.

He is regarded as one of the most capable of the deputy administrators and distinguished himself by his handling of the difficult retail trade codes.

The merchandise code was presented formally by Sidney

A. Smith, president of the merchandise division of the American Warehousemen's Association; Elmer Erickson, chairman of the division's code committee; and A. Lane Cricher, Washington representative of the division.

As soon as the code was presented it was headed through the routine to which every code is subjected. This includes classification, examination by legal and other divisions of the Administration, assignment to a deputy, and the like. Indications were that it would be assigned for hearing some time in September.

Before the hearing is set the Administration will appoint advisors to assist the deputy before, during and after the hearing in formulating the code. These advisors

will represent industry, labor, and the consumer. The industrial advisor or advisors will be selected from outstanding and representative members of the merchandise warehousing industry by the Industrial Advisory Board; labor advisors will be picked by the Labor Advisory Board, and the consumer advisors by the Consumers' Advisory Board.

It is customary to give about ten days' notice of a hearing and any interested person is entitled to appear and testify. The only provision is that those wishing to be heard must submit a written or telegraphic request at least one day before the hearing, stating their qualifications and reasons for wanting to testify.

—Stephens Rippey.

Earlier in the month Wilson V. Little, Chicago, the division's executive secretary, had sent copies of the code to the presidents and secretaries of the various local, State and regional associations. To the associations the application of the code "is, in the final analysis, of primary concern," Mr. Little told the association executives. He added:

"It is designed to be of real helpfulness to them in their programs in behalf of their constituent memberships. The members of our industry recovery committee and of our executive committee are hopeful that you will so consider this code with respect to your association, and that after it has been mailed to your members you will use your good offices in obtaining from them an early endorsement of it."

Article IV, titled "Employee Relations," alluded to by Mr. Smith in his transmittal letter, reads:

"Section 1. (a) As required by Section 7 (a) of Title I of the National Industrial Recovery Act, the following provisions are conditions of this Code:

"(1) That employees shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from the interference, restraint, or coercion of employers of labor, or their agents, in the designation of such representatives or in self-organization or in other concerted activities for the purpose of collective bargaining or other mutual aid or protection; (2) that no employee and no one seeking employment shall be required as a condition of employment to join any company union or to refrain from joining, organizing, or assisting a labor organization of his own choosing; and (3) that employers shall comply with the maximum hours of labor, minimum rates of pay, and other conditions of employment, approved or prescribed by the President."

"(b) Nothing in this Code, except provisions covering maximum hours and minimum rates of pay hereinafter set forth, shall be construed to compel a change in existing satisfactory relationships between employee and employer, and nothing in this Code shall impair the constitutional rights of the employee and employer to bargain together free from interference by any third party and as may be mutually satisfactory to them. Nothing in this Code shall prevent the selection, retention or advancement of employees on the basis of their individual merit, without regard to their affiliation or non-affiliation with any organization.

"Section 2. On and after the effective date of this Code, the maximum hours of labor for all employees in the merchandise warehousing industry, except for those exercising executive or supervisory functions, shall be 45 hours per week.

"It is understood that the above maximum hours per week may be based upon an average over any calendar quarter, but in no case shall the maximum hours exceed 50 per week in any one week during the said quarter.

"Section 3. (a) On and after the effective date of this Code, no merchandise warehouseman shall pay any worker employed by the hour less than 40 cents per hour unless the hourly rate paid for the same class of work on July 15, 1929, was less than 40 cents per hour, in which latter case the warehouseman shall not pay less than the hourly rate on July 15, 1929, and in no event less than 30 cents per hour. It is understood that this subsection (a) establishes a guaranteed minimum hourly rate of pay regardless of whether the employee is compensated on the basis of a time rate or on a piecework performance.

"(b) On and after the effective date of this Code, no merchandise warehouseman shall pay any office or other salaried employee less than \$18.00 per week unless

the weekly wage paid by him for the same class of work on July 15, 1929, was less than \$18.00 per week, in which latter case the warehouseman shall not pay less than the weekly wage on July 15, 1929, and in no event less than \$14.00 per week."

*Distribution and Warehousing* believes that no good purpose would be served by publishing in full at this time the division's proposed code, in view of the possibility, even though remote, that the National Recovery Administration may decree some changes. After the code has been approved by President Roosevelt, and has been placed on the statute books as law, that final text will be presented on these pages.

The suggested code was summarized in the August *Distribution and Warehousing*, and that summary may here be supplemented by the following information:

Article I, "Purpose," has been considerably shortened, as compared with the original text published last month, but is otherwise unchanged.

Article II, as revised, is titled "Definitions" (instead of "Participation" as formerly) and states that the word "warehouseman" as used in the code "means and includes every corporation, company, association, joint stock company or association, firm, partnership or individual, their trustees, assignees or receivers appointed by any Court whatsoever, or any Federal, State or municipal agency, controlling, operating or managing, directly or indirectly, any building or structure, or any part thereof, or any buildings or structures, or any other property whatsoever and using the same for the storage or warehousing of goods, wares and merchandise for a consideration." It is specified that "goods, wares and merchandise" does not include grain, used household goods, products requiring artificial cooling, or refrigeration, below 45° Fahrenheit, and products stored under field warehousing procedure.

"Participation" is now the title of Article III (instead of Article II), and with it has been combined the former Article III titled "Monopolies". It sets forth that the code is not designed to promote monopolies or to eliminate or oppress small enterprises, and provides that if a merchandise warehouseman also is engaged also in any other industry the code's provisions shall apply to his warehousing operations only.

Article IV is the "Employee Relations" text already quoted in full.

The original Article IV, titled "Administration", is now Article V, and it provides for setting up an Industry Control Board and other necessary functioning machinery; and divides the country into ten regions. In this latter connection there has been no change from the map published on page 7 of the August *Distribution and Warehousing*.

The original Article V, titled "Maximum Hours and Minimum Rates of Pay," is now covered in Article IV touching on employee relations.

In the original text as summarized last month Article VI, titled "Standardization of Warehousing Trade Practices", is now Article VII, and there is a new Article VI. The new Article VI is titled "Certificate of Participation" and provides for issuing, by the Industrial Control Board, of serially-numbered certificates of participation to companies subscribing to the code. This would read "Subscriber to Merchandise Warehousing Industry N. R. A. Code. Certificate No. . . ." It is provided that any warehouseman holding such a certificate is eligible to membership in the merchandise division, subject to the usual provisions.

"Standardization of Warehousing Trade Practices", now Article VII, is virtually unchanged as summarized last month. As then indicated, merchandise warehousing's Standard Contract Terms and Conditions as approved by the Department of Commerce in 1926 are made a part of the code; and provision is made for adequate charges for separate and distinct warehouse services, including those designated in the Standard Contract Terms and Conditions, and not to name "an adequate and separate rate or charge" for each of the services listed shall be deemed a code violation. Article VII further provides:

"An adequate rate or charge shall be one that is not below the average cost in the locality where the rate or charge is operative. Such cost shall comprehend fair and reasonable rates of pay to labor and include all of the other usual items of expense and overhead as set forth in the formulas in 'Warehousing General Merchandise. An Encyclopedia', published by the American Warehousemen's Association, Merchandise Division, 1923, or in other accounting procedure prescribed by The Industry Control Board."

Article VIII is titled "Tariffs" (originally Article VII). Revised in phraseology, and somewhat shortened, it is virtually the same as summarized last month. (The original Article VIII, titled "Rules of Conduct", is now Article X.)

Article IX, titled "Information and Reports", is new to the code. It provides that warehousemen shall "furnish duly certified reports" to the Industry Control Board, in order that the Board may determine whether the code is being observed and so that President Roosevelt may be informed as to whether the industry "is taking appropriate steps to effectuate the declared policy" of the recovery Act. The warehousemen are required to keep records and books of account in order to furnish such reports, and failure to furnish information shall be deemed a code violation.

Article X, "Rules of Conduct" is virtually the same as the original except that it has been rephrased. It sets forth in detail what are to be considered code violations because of being unfair competition. It bans subsidies and rebates, concessions, payment of fraudulent claims, etc.; strengthens the machinery which preserves the legal sanctity of the uniform warehouse receipt; and adds, as its concluding section, the following:

"The warehouseman shall uphold the honor and integrity of the merchandise warehousing industry by the faithful performance of all contracts, both written and verbal. Disputes should be handled in a fair and reasonable manner, and in a spirit of moderation and good will. In the event of failure to agree, the warehouseman should recommend arbitration under some one of the prevailing arbitration codes as preferable to litigation, with its costly handicaps and delays."

An important code addition, Article XI, titled "Industry Expansion," is aimed against the onslaught of competition—a bugaboo in recent years—from building owners dumping storage space onto the market by converting structures, originally built for other purposes, into public warehouses. Under this new provision anyone (including Government or State or municipality) desiring to enter public merchandise warehousing would not be permitted to do so "without first having obtained from The Industrial Control Board, subject to the approval of the President of the United States, a certificate declaring that public convenience and necessity require that such business be instituted." This does not affect warehouse space being constructed at the time the code becomes effective. And Section 2 of Article XI would require certificates of convenience and necessary for any warehouse company, now operating, to increase space after the code becomes effective.

Another provision new to the code is Article XII, the concluding one, titled "Modification of the Code." It gives the President of the United States power to modify code provisions, rules, regulations, etc., but it sets forth that no modification promulgated or declared by the President "shall be deemed to be voluntary on the part of the merchandise warehousing industry and effective as such" under the recovery Act "unless and until such modification shall have been approved by The Industry Control Board and by concurrence of the majority of the members of the merchandise

warehousing industry as an amendment to this Code." Article XII further provides:

"Such of the provisions of this Code as are not required to be included therein by the National Industrial Recovery Act may, with the approval of the President, be modified or eliminated as changes in circumstances or experience may indicate. It is contemplated that from time to time supplementary provisions to this Code or additional codes will be submitted for the approval of the President to prevent unfair competition in price and other unfair and destructive competitive practices and to effectuate the other purposes and policies of Title I of the National Industrial Recovery Act consistent with the provisions hereof."

### Cricher Becomes Associated With Merchandise Division

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A. LANE CRICHER, former chief of the division of transportation and communication, Bureau of Foreign and Domestic Commerce, has been appointed Washington representative of the merchandise division of the American Warehousemen's Association. His duties, it is understood, will be confined to work in connection with the division's code.

Mr. Cricher is well known in transportation and warehousing circles and is regarded as an authority on these subjects.

He was born in Ironton, Ohio, on Nov. 26, 1898, and is a graduate of Columbia University, from which he received an A.B. degree. He received a degree of doctor of jurisprudence from National University Law School, Washington, D. C.

He was in the transportation division of the Department of Commerce for nine years, and was chief of the division for nearly six years. Prior to that time he was engaged in exporting, shipping, and warehousing work as well as work involving transportation economics.

Mr. Cricher is the author of "The Merchandise Warehouse in Distribution"; "Great Lakes to Ocean Waterways"; and "Transportation of Pacific Coast Perishables"; and is co-author of "Motor Freight Transportation in the United States" and other Department of Commerce publications.

Mr. Cricher served as a representative of the Department of Commerce on the ocean mail contract subcommittee, the duty of which was the determination of essential ocean trade routes and mail contracts for those routes.

He assisted Joseph B. Eastman and Walter M. W. Splawn in drafting the railroad coordination bill which was enacted at the last session of Congress.

Effective Aug. 1, Mr. Cricher became associated with the Washington law firm of Brashears, Townsend and Cricher, with offices in the Investment Building. He will handle the departmental and Federal branches of the firm's practice.

—Stephens Rippey.

# Warehouse Executives Note Business Improvement

By KENT B. STILES

Upward Turn Is Indicated by  
Returns to Questionnaire

WITH industrial recovery a major objective of the Roosevelt Administration, *Distribution and Warehousing* mailed, in July, a questionnaire to all merchandise, household goods and cold storage operators in the United States. The returns indicate decided improvement in the industry's general business situation, with labor sharing in the benefits, and it is believed warehouse operators will be encouraged by the composite picture which the responses make it possible to present here.

First it should be explained that the 2,930 questionnaires sent out brought returns from more than 25 per cent. Thus it is a fair statement that conditions set forth by the executives who responded are representative of the national situation in our industry.

The queries propounded are these:

1. Has your company taken on any beer accounts?
2. As to business in general, has the past 60 days shown a gain? A loss?
3. Are present customers increasing their spot stocks?
4. Any new customers coming in?
5. Are you increasing the number of your employees?
6. Have you increased wages?

Taking these questions up one by one, and analyzing the responses:

Three more than 700 warehousemen answered the first question, with regard to beer. Of these, 215, or slightly more than 30 per cent, answered "Yes." This suggests what the Democratic return-of-beer has done for public warehousing. In connection with this No. 1 query it should be pointed out that many executives among the 70 per cent who answered "No" are in the household goods storage business; accordingly it seems sound to conjecture that far more than 30 per cent of the merchandise and cold storage warehouse companies have added beer accounts. Replies of "Yes" came from thirty-eight of the States and the District of Columbia.

Had business increased or diminished during the sixty-day period prior to receipt of the questionnaire?

Replies came from 673 executives in forty-four States, and 57 per cent of them said business had improved. Among the other 43 per cent, relatively few reported a falling off in business, most of them indicating no change.

Without having the basic figures on which were reckoned the percentage increases which some of the returned questionnaires mentioned, it is not possible to set down here a grand average of the percentage of gain across the country as indicated by those who responded "Yes" to the first part of the No. 2 question. It is interesting to observe, however, that the percentage of increase ranges from as low as 1 per cent, as reported by some companies, to as high as 150 per cent by one firm in Connecticut. An Ohio company reported an increase of 131 per cent. One warehouse in Arizona, one in Massachusetts, one in Missouri and one in Washington each reported a 100 per cent increase in business, and percentages ranging from 50 to 75 per cent were frequent.

The analysis of the returns disclosed a parallel of increase in the relation between beer and increased business. In other words, where business-increase percentages were more than nominal, the answer to the beer question had almost invariably been "Yes."

Are present customers increasing their stocks? The answers to this No. 3 query were 685 in number. Of these 685 executives who replied, 222, or 32.4 per cent, answered "Yes." Seemingly this would be an indication that approximately one-third of the country's merchandise and cold storage warehouses were finding their spot stocks on the rise. This question was answered by warehousemen in forty-two States and the District of Columbia.

The fourth query is "Any new customers coming in?"—and the answer, decidedly, is "Yes"! Replies to this question were 692, from forty-three States and the District of Columbia. The industry must interpret as favorable the fact that 335, or 48.4 per cent, returned an affirmative answer. In other words, the responses indicate that nearly half the country's warehouses are beginning to get business from new sources.

"Are you increasing the number of your employees?" In considering the replies to this No. 5 query it is of significance that the questionnaire reached the recipient prior to the general rush to sign President Roosevelt's blanket code under the national recovery Act. The question was answered "Yes" by 318, or a little more than 46 per cent, of 693 executives who responded from forty-one States and the District of Columbia. The indication is, accordingly, that near half the country's storage companies took on additional men in advance of signing the blanket code. Numerous companies which answered "No" to the question said they intended to increase their employees after the industry's N. R. A. codes had been placed in operation.

Another interesting analysis in connection with this No. 5 query is that nearly all those who answered "Yes" answered "Yes" also to the beer question. In this, one sees added testimony that the return of beer is helping to relieve the unemployment situation.

The final question reads "Have you increased wages?" and, again, it should be remembered that the answers were made before warehousemen began signing the President's blanket code. Replies to this query were made by 691 executives operating in thirty-nine States and the District of Columbia, and 279 of them, or 40.3 per cent, answered "Yes." The percentages of these wage increases ranged from 2 per cent to as high as 75 per cent by one company in Georgia and 97 per cent by a firm in Texas. Increases of 30 or 35 or 50 per cent were frequent. Some affected only warehouse labor, and others benefitted entire staffs.

Some of the executives responding explained that while they had not recently increased wages and were not planning to, neither had they decreased wages during the past few years but were maintaining the 1929 wage scale.



# National Will File Recovery Code Early in September

**Meanwhile Mayflower Distributes Tentative Documents Aimed to Place  
Household Goods and Merchandise Warehousing Under One Control  
Board and Put Furniture Hauling Within Trucking Code**

**P**ROBABLY by mid-September the code of fair competition being prepared by the National Furniture Warehousemen's Association will have been formally filed with the National Recovery Administration.

As this September *Distribution and Warehousing* went to press the National's code committee, headed by F. L. Bateman of Chicago, was in session at the Union League Club in Chicago on Aug. 30 and 31. The group anticipated completing the draft in its final proposed form for presentation at Washington within, Mr. Bateman hoped, ten days thereafter. The filing was to be accompanied by a request that a date for a public hearing be set.

A week before the code committee assembled it was estimated that approximately 70 per cent of the country's household goods storage executives had replied to the questionnaire which the National had, late in July, distributed along with copies of a tentative text of code. When the committee went into session at the end of August it had before it hundreds of letters from regional and State and local association executives, and from individual warehouse operators, on the subjects of labor, hours and tariffs, and other communications were pouring in at the National's headquarters offices in Chicago. All these had to be analyzed with a view to working out something concrete for code purposes, and, as Mr. Bateman commented in advance, "it looks like a terrific job."

Both Mr. Bateman and the National's secretary, Ralph J. Wood, Chicago, reiterated the association's determination to try to convince the National Recovery Administration that that phase of trucking which involves hauling of household goods logically belongs in a household goods warehousing code and should not be made part of one or more of the motor trucking codes now under consideration at Washington.

"One vital principle on which we are standing," Mr. Bateman informed *Distribution and Warehousing* as late

as Aug. 26, "is that there should be one code for all departments handling household goods. This principle will be contested to the limit before the Administration at Washington."

And quoting Mr. Wood:

"The N. F. W. A. contends that anyone engaged in the handling of used household goods in any form whatsoever would come under our code, and we will object to any code filed in Washington which places any portion of our business under some other code."

It is significant that in support of this principle an N. F. W. A. committee which participated in a code meeting of the new Federated Truck Associations of America, at Washington in August, requested that the names of the committee be withdrawn from the Federation's resolution which, presented to the N. R. A., declared the Federation to be representing those who signed the resolution. (See Stephens Rippey's Washington correspondence on opposite page.)

Meanwhile the household goods code situation met with a new complication through the action of the Mayflower Warehousemen's Association in distributing, throughout the country, two proposed codes, one covering "Furniture and Merchandise Warehousing Industry" and the other titled "Long Distance Moving of Used Household Goods and Office Furniture by Means of Motor Vans".

Ernest S. Wheaton, Indianapolis, secretary of the Mayflower, informed *Distribution and Warehousing* under date of Aug. 25 that while a date for filing the two codes had not been definitely fixed, "we will publicly present our codes sometime next week."

Martin H. Kennelly, Chicago, president of the N. F. W. A., had meanwhile requested the National Recovery Administration to withhold approval of any code affecting household goods warehousing pending the filing of the National's code at Washington.

**M**AYFLOWER'S "Furniture and Merchandise Warehousing Industry" tentative code is, in phraseology and chronology, much the same as the National's tentative draft which was summarized on these pages last month.

The first three articles set forth "Purpose" and "Definition" and "Monopolies". Article IV, titled "Administration", divides the country into fifteen regions (instead of fourteen as under the National's proposed set-up). These are:

No. 1. New England States. No. 2. Greater New York metropolitan district. No. 3. New York State outside the metropolitan district, and New Jersey, Pennsylvania, Delaware, Maryland, District of Columbia. No. 4. The Carolinas, Georgia, Florida. No. 5. Tennessee,

Alabama, Mississippi, Arkansas, Louisiana. No. 6. West Virginia, Virginia. No. 7. Ohio, Indiana, Kentucky, Illinois outside the Chicago metropolitan district, and lower Michigan. No. 8. Chicago metropolitan district. No. 9. Wisconsin, Minnesota, upper Michigan. No. 10. Iowa, Missouri, Kansas, Nebraska. No. 11. Oklahoma, Texas. No. 12. Colorado, New Mexico. No. 13. Wyoming, Montana, the Dakotas. No. 14. Idaho, Washington, Oregon. No. 15. Arizona, Nevada, Utah, California, Hawaiian Islands.

This same Article IV would have household goods warehousing's industry control board, called "general industry board" in the Mayflower code, comprise representatives, five each, of the May-

flower, the National, and the American Warehousemen's Association, with chairman and secretary selected by a two-thirds vote of the board.

Article V, titled "Mandatory Provisions", accords labor the right to organize and bargain collectively, in the spirit of the recovery Act.

Article VI, titled "Labor Code", sets a maximum 45-hour week for employees other than those in executive or supervisory capacities.

Article VII provides for filing tariffs based on average cost plus reasonable profit.

Article VIII sets down eleven "Trade Practices and Rules of Conduct".

This code was prepared by the following committee:

## Mayflower's Proposed Codes Not Yet Filed at Washington. N. F. W. A. Committee Protests Against Trucking Codes Including Household Goods Hauling

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

LITTLE is known here of the proposed codes to be filed with the National Recovery Administration by the Mayflower Warehousemen's Association, one of which covers the furniture and merchandise warehouse industry and the other long distance moving of household goods and office furniture.

So far as could be learned no such codes had been filed with the Administration as late as August 29. Whether the codes would be filed was not known here.

It is believed likely that if the codes are filed they will be consolidated with other codes. That covering the furniture and merchandise warehouse industry probably will be included in the code presented by the merchandise division of the American Warehousemen's Association. The household goods hauling code likely will be consolidated with the motor truck code or with one of them if more than one finally is approved, although this is not certain.

Whether the movement of household goods will be considered a distinct industry by the National Recovery Administration was a question not determined when this was written. It probably will not be determined until a code of this nature actually is filed either by the Mayflower Warehousemen's Association or the National Furniture Warehousemen's Association, which also is preparing a code.

If the Administration decides to consolidate the long distance hauling of household goods with the truck code it will give the National Furniture Warehousemen's Association, the Mayflower Warehousemen's Association and any other group of household goods haulers ample opportunity to present evidence showing that this type of work should be considered a separate industry for code purposes.

The keenness of the National Furniture Warehousemen's Association to stand on its own feet as a separate industry was shown here at the meeting on August 10-11 which resulted in formation of the Federated Truck Association.

tions of America, when a committee representing the N. F. W. A. formally withdrew from the meeting.

This committee was headed by C. Van Wyck Mott, secretary of the United States Storage Company, Inc., Washington, and included C. B. Buck, vice-president of the Merchants Transfer & Storage Co., and Thomas J. Gibson, manager of the Guaranty Storage Company, Inc., both of Washington; J. Wallace Fager, of the Miller North Broad Storage Company, Philadelphia, and secretary of the Pennsylvania Furniture Warehousemen's Association; and John L. Wilkinson, Charlotte, southern vice-president of the N. F. W. A. and president of the North Carolina Truck Owners' Association.

On behalf of his committee Mr. Mott protested the action taken by the emergency code committee in declaring itself the representative of the entire industry. He asked that the names of the N. F. W. A. committee be withdrawn from a resolution which was presented to the National Recovery Administration declaring the emergency code committee to represent those signing the resolution.

—Stephens Rippey.

Chairman, C. J. Neal, treasurer Neal Storage Company, Cleveland; W. L. Stodghill, treasurer Fireproof Storage Co., Inc., Louisville; Fred J. Hahn, secretary Hahn Bros. Fireproof Warehouses, Inc., New York; J. P. Ricks, president Ricks Storage Company, Jackson, Miss.; K. K. Meisenbach, president American Transfer & Storage Co., Dallas; Daniel P. Bray, president Monarch Transfer & Storage Co., Kansas City, Mo.; Paul S. Steward, president Arrow Transfer & Storage Co., Chattanooga; T. Y. Leonard, president Leonard-Detroit Storage Co., Detroit; R. R. Sutton, secretary Pasadena Transfer & Storage Co., Pasadena, Cal.; Carl F. Wittichen, president Wittichen Transfer & Warehouse Company, Birmingham; the Mayflower's president, R. T. Blauvelt, president Lincoln Storage Warehouses, East Orange, N. J., and the association's secretary, Ernest S. Wheaton, Indianapolis.

The Mayflower in its letter of transmittal accompanying distribution of the tentative code indicated its belief "there should be one warehouse code", instead of separate codes, for the household goods and merchandise branches of the industry. Code-text and transmittal letter were accompanied by a blank form which the recipient was asked to sign, approving Mayflower's code and agreeing to "hereby rescind our signature approving any other general code prior to this date."

Text in the four-page sheet containing

the Mayflower's tentative code covering "Long Distance Moving" discloses a viewpoint directly in contrast with that of the N. F. W. A. Whereas the National is, as already indicated, insistent that hauling of household goods shall, in approved codes, be officially considered as part of household goods warehousing, the Mayflower informed the industry that:

"This tentative code, if adopted, would be made a part of the general motor transportation code for all types of motor transportation."

"We are well aware of the fact," the Mayflower's transmittal letter says, "that the National Furniture Warehousemen's Association has offered a code to the industry which would include both local and long distance moving, along with the household goods storage industry. We firmly believe that long distance moving is a part of the transportation industry, and that a separate code should be adopted for long distance moving and made a part of the transportation code."

The tentative "Long Distance Moving" code was prepared by a committee comprising Burnside Smith, Indianapolis, president of the Aero Mayflower Transit Co.; Secretary Wheaton of the Mayflower W. A.; George Watson, Cleveland, general manager of the Greyhound Van Lines; Ward B. Hiner, Indianapolis, general manager of the Red Ball Removals System; and "Al" Naish, president of the "Al" Naish Moving & Storage Co., Cincinnati.

The phraseology of the code is pat-

terned on that of Mayflower's warehousing code, one exception being that the "Administration" clauses do not provide for participation by the National and the American in the general industry control board. What Mayflower suggests as hours for truck drivers is set forth in the following paragraphs:

"Employees driving motor trucks, 14 hours in any 24 hour period with a maximum of 240 hours in any 28 day period."

"Employees riding on motor trucks as helpers and assistant drivers, 14 hours in any 24 hour period with a maximum of 240 hours in any 28 day period."

The proposed wage scale is set down as follows:

Clerical employees . . .	\$12.00 per week
Employees engaged exclusively in the maintenance department and shops	
Employees riding on motor trucks under the classification of drivers	\$20.00 per week
Employees riding on motor trucks under the classification of helpers or drivers' assistants . .	\$15.00 per week
Employees classed as emergency or extra labor (minimum 3 hours)	\$ .40 per hour

### Eske in N.R.A. Work

William F. Eske, president of the Westchester Van & Storage Co., Inc., Mount Vernon, N. Y., has been appointed by the Mount Vernon Chamber of Commerce to represent the city's moving interests on a general committee handling the local national recovery campaign.

# Cold Storage Industry Files Its Code Under the N. R. A.

**Document Provides for Space Control Based on Necessity and Convenience. Rebates and Excessive Loans Forbidden. Separate Charges for Special Services. Warehouse Receipt Is Strengthened. Public Hearing Expected in September.**

By STEPHENS RIPPEY

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

**D**ESIGNED to correct long-standing abuses which have grown up in the industry, to promote fair trade practices, to control future expansion of the industry and to establish minimum wages and maximum hours, a code of fair competition for the cold storage warehousing industry of the country was filed with the Agricultural Adjustment Administration on Aug. 16.

The code was presented by Frank A. Horne, chairman of the code committee of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association), and president of the Merchants Refrigerating Company, New York; and John J. Hickey, counsel for the A. R. W. A request for a formal hearing was presented along with the code.

Time and place for the hearing had not been determined when this was being written but indications were that announcement might be made about Sept. 1. The hearing will of course be public and any interested persons will be heard.

There will be no approval of the code until after the hearing. All parts of the code except those relating to labor will be passed on by the Agricultural Adjustment Administration. The labor clauses will be handled by the National Recovery Administration, which probably will

have a representative sit in at the hearing so that all phases may be handled at one time.

Presentation of the code followed an information conference here on Aug. 7 between officials of the A. A. A. and representatives of the cold storage industry including Mr. Horne; William J. Rushton, president of the A. R. W. and vice-president of the Birmingham Ice & Cold Storage Co., Birmingham, Ala.; and Vallee O. Appel, general president of the American Warehousemen's Association and president of the Fulton Market Cold Storage Company, Chicago.

At the informal conference J. W. Tapp, of the special crops section of the A. A. A., and other officials of that organization, discussed a tentative draft of the code and told the warehousemen what must be done to comply with requirements of the administration with respect to filing a formal code. Following this conference Mr. Horne and his confreres left for Chicago, where the code finally presented was adopted at a meeting on Aug. 10.

There is a possibility that the code as presented by Mr. Horne and Judge Hickey will be changed in some respects by the Administration before it is sent to hearing. Whether it would be changed was not known when this was written, but the Administration had the right to change it, if it saw fit. Neither is there any assurance that the code will not be changed following the public hearing and prior to its formal approval by President Roosevelt.

**A** 40-HOUR week for accounting, clerical, office or sales employees, except outside salesmen, is provided in the code, with a tolerance of 10 per cent per month. For mechanical or other workers a 48-hour week is provided, with the right to work more than that maximum, provided the excess hours do not exceed an average of 48 hours per week over the period of any calendar quarter.

The maximum hours do not apply to employees in establishments employing not more than two persons in towns of less than 2,500 population, if those towns are not part of a larger trade area; nor to employees in a supervisory or executive capacity who receive more than \$35 per week; nor to watchmen or temperature men or employees on emergency maintenance and repair work.

Neither do they apply to "very special cases" where restriction of hours of highly skilled workers on continuous processes would unavoidably interfere

with operations. In these cases, however, at least time and one-third must be paid for hours worked in excess of the maximum.

The minimum wages for clerical help follows the scale set forth in the President's reemployment agreement—that is, \$15 a week in cities of over 500,000 population, with downward scales to \$14 for smaller towns.

For "other" employees a minimum wage of 35 cents an hour is proposed, except in Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Tennessee, Texas, Virginia, and West Virginia, where a minimum of 25 cents is proposed.

The warehousemen promise an "equitable readjustment upward" of the hourly rates of pay for employees who are paid by the hour in excess of the minimum and whose hours of employment per week may be reduced. Other fair

play clauses and labor safeguards of the President's agreement are incorporated in the proposed code.

Aside from the important fair trade practice provisions, the highlight of the code probably is the capacity control section, which prohibits construction of additional cold storage warehouse facilities without a Federal license. This prohibition would extend to warehouses constructed by Federal or State or municipal agencies. The section reads as follows:

"During the late war and post-war years, refrigerated warehousing capacity in the United States, often due to ignorance of operating costs and in other instances to stock selling and promotion schemes, has been greatly over-expanded. This is not in the public interest and these operations have in many cases resulted in substantial losses to investors, due to bankruptcies and receiverships.



"Operators of such establishments have and often do resort to selling of service below cost and to other unfair methods of competition, interfering with other warehouses in their customer relations, and have generally demoralized conditions within the industry. If the industry is to be rehabilitated and enabled to do its part towards effectuating the purpose of the Agricultural Adjustment Act, it will be necessary to establish some form of capacity control prohibiting the construction of additional refrigerated space unless and until requirements in the public interest indicate in any locality that there is actual need therefor.

"Therefore, no person, firm, partnership, corporation, Federal, State and/or municipal agency shall construct or begin to operate any additional refrigerated space without having first obtained from the Secretary of Agriculture a license or permit declaring that public convenience and necessity require the construction and operation of such refrigerated space. No such license or permit shall be required for space now in operation or in the course of erection at the time this code becomes effective.

"It shall be the duty of every person, firm, partnership, corporation, Federal, State and/or municipal agency desiring to construct or begin to operate additional refrigerated space to make an application and proper showing to the Secretary of Agriculture that public convenience and necessity require such additional space, and it shall be the duty of the board [the national administrative board set up to administer the code] to investigate and report to the Secretary of Agriculture on all applications before issuance by the Secretary of Agriculture of any license or permit to construct, or begin to operate, such additional refrigerated space."

The code defines "refrigerated warehousing" as meaning "the operation of storing goods in any building or structure, or any part thereof, artificially cooled to a temperature below 45 degrees Fahrenheit in which goods are stored for hire and otherwise known as 'cold storage.'"

"Industry" is defined as "all those engaged in refrigerated warehousing, including those whose cold storage facilities or space is operated primarily for private use of the owner, but which facilities or space from time to time are offered for hire."

#### Assessment Privilege

The Association of Refrigerated Warehouses is set up in the code as the national organization to represent the industry. Fees and assessments needed to defray the expenses of preparing and administering the code may be levied by the national administrative board against all warehousemen subject to the code, on the basis of gross cubic feet of refrigerated space. Failure to pay such fees would constitute a violation of the code.

The necessary cost of investigating a complaint would be borne by the warehouseman complained against if the charges are sustained. If not sustained,

the charges will be paid out of the general fund for administration.

The code declares that "refrigerated warehousing affects and enters into both interstate and intrastate commerce" and that these currents of commerce are "inextricably intermingled in refrigerated warehousing and, therefore, it would be manifestly unfair and discriminatory to apply rules and regulations to one and not to the other." Consequently, provisions will be applied to and be imposed alike and without discrimination on all warehousemen, the code provides.

Where the industry is regulated in any State as a public utility, the powers, regulations and orders of the State regulatory body shall be observed by the industry in that State in case of conflict between the State law and provisions of the code insofar as maintenance of schedules of rates and charges, rules, regulations, and accounting are concerned.

The national administrative board is to be composed of five persons elected from among members of the industry by the association's executive committee, which will designate the chairman. The incumbent president of the association will be a member of the board, and all members must be approved by the President of the United States.

#### Four Regions Set Up

The code provides for four zones in the United States, with a zone committee of three each. Each of the zone committees will act under direction of the board and perform such duties as may be delegated by the board. The proposed zones are as follows:

Eastern: Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, Pennsylvania, New York, Rhode Island, Vermont, Virginia, West Virginia.

Central: Illinois, Indiana, Iowa, Nebraska, North Dakota, Ohio, Minnesota, Missouri, Montana, Wisconsin, Wyoming, Oklahoma, South Dakota, Kansas, Kentucky, Michigan, Colorado.

Southern: Alabama, North Carolina, Tennessee, Texas, Arkansas, Florida, South Carolina, Georgia, Louisiana, Mississippi.

Western: Arizona, California, Idaho, Nevada, New Mexico, Utah, Washington, Oregon.

The board's duty, under the code, will be to represent the industry in all matters concerning administration of the code with the Secretary of Agriculture. Its duty also will be to consider and adopt from time to time, with approval of the Secretary, amendments to the code, and to promulgate rules, regulations, practices and policies which may be necessary for effective administration.

The board also will investigate and act on charges of violation of the code. Public hearings are provided for. Violation of the code, of course, is a Federal offense, the penalty for which is a fine of \$500 a day for each day the violation continues. The penalty cannot be imposed by the industry, but only by the Government, acting through the usual law enforcement agencies.

Warehousemen affected by the code are required to furnish such reports and

accounts as may be needed by the board or the Secretary, but information furnished will not be disclosed in such manner that the operations of any specific plant or establishment will be revealed, except in cases of violation of the code.

Establishment and open publication in a schedule or tariff of all charges, rates, terms and conditions covering the complete operation of his warehousing facilities is required of every warehouseman covered by the code. These tariffs must be strictly adhered to and the terms must be quoted to all customers without misrepresentation or discrimination.

The basis for establishing minimum rates shall be the customarily accepted carload unit quantity. No discounts for quantity are permitted and all tariffs or schedules shall definitely state whether the rate quoted is C.L. or L.C.L.

All tariffs or schedules quoting rates or charges on a monthly basis must provide for a separation of the handling and monthly storage charges. No changes in rates or charges can be made without publication 30 days in advance of the effective date. Tariffs also must be filed with the board, as well as any changes, 30 days before they are to become effective.

The standard contract terms and conditions for merchandise and cold storage warehousemen approved on Oct. 30, 1926, by the Department of Commerce is made a part of the code, and any rate quotation made or any transaction undertaken or performed in contravention of the provisions of this contract shall be deemed a violation of the code.

Each of the following operations is declared to be a separate and distinct warehousing service: extra sorting, candlering, repacking, weighing, recoopering, inspections for customers, service outside of usual business hours, making collections on request of customers, extra labor or service, and special clerical work. Not to name and assess an "adequate and separate" rate or charge for each of those services is deemed a violation of the code.

#### Billing

Monthly storage charges, interest, insurance and all other charges for services shall be billed and payable monthly, irrespective of whether the merchandise has been removed from the warehouse or remains in storage, and the warehouseman must use "reasonable efforts" to collect these accounts and charges in accordance with those terms.

Another important section of the code is designed to eliminate the practice of excessive loaning against stored merchandise. This practice is declared to result in economic waste and often serious losses to warehousemen, discrimination among customers, and "undue speculation which tends to disrupt markets affecting both producer and consumer."

Accordingly, warehousemen are prohibited from directly or indirectly, through their officers, or otherwise, negotiating advances or loans on merchandise, or incur liability by endorsement, guarantee or otherwise in connection

with any such advances or loans in excess of 70 per cent of the current wholesale market value of the merchandise at the point of storage on the date the loan is made. The warehouseman also must exercise reasonable effort to maintain a margin of not less than 30 per cent in connection with such loans.

It also will be a violation of the code to bill and/or collect a lower rate of interest than that charged on this class of loans by commercial banks in the locality of the warehouse, plus a surcharge sufficient to cover reasonable expense and overhead in connection with the loans. Making of loans or advances on goods not actually in storage or under control of the warehouseman when in transit to the warehouse also is prohibited.

The important fair trade practice section of the code is quoted in full:

"1. Failure to comply with 'Industry Regulations' set out in Article 7 of the code. [These relate to publication of rates and charges, etc.]

"2. To sell use of facilities or render services below the reasonable cost thereof except for special emergency economic reasons when exceptions may be made under the specific authority of the board, subject to review by the Secretary of Agriculture. For this purpose, cost is defined as the cost of direct labor plus the cost of refrigeration, plus an adequate amount of overhead including an amount for the use of any plant facilities employed as determined by cost accounting used in the industry, approved by the board.

"3. To lease, rent or contract space, facilities or service with the effect of contravening the rates and charges for such space, facilities or services as set forth in the warehouseman's filed tariff.

"4. To offer or make confidential or secret rebates, charges, terms or conditions, or secret rebates, allowances or concessions, or to offer to make in any manner or by any device whatever more advantageous rates, charges, terms or conditions to certain favored customers or prospective customers than are offered and made to all customers and prospective customers.

#### **Gratuities Banned**

"5. To directly or indirectly subsidize, or offer to subsidize, customers or prospective customers, or competitor's customers or prospective customers, or those representing them, by contributions or subsidies of money, services or other gratuities or things of value in the form of credits, rebates, special concessions, or in any other form.

"6. To directly or indirectly give or offer to give money or anything of value to employees of customers or prospective customers or to employees of competitors' customers or prospective customers as an inducement to influence their employers to patronize or deal or contract to patronize or deal with the maker of such gift or offer, or to influence such employer to refrain from patronizing, or dealing or contracting to patronize or deal with competitors.

"7. To use any practice in carrying on the refrigerated warehousing business

which tends to defraud a customer or the public, or to bring such business or any of those engaged therein or any of the facilities furnished or services rendered by them into disrepute.

"8. To willfully interfere by any means or device with any existing contract between a competitor and a customer of a competitor in relation to any of the facilities furnished or services rendered by such competitor in carrying on the refrigerated warehousing business, or with the performance of any contractual duty or obligation connected therewith.

#### **Receipt Strengthened**

"9. The following specific practices in respect to negotiable warehouse receipts are hereby specifically condemned, because they impair and weaken credit and confidence in such receipts, and are prohibited and made criminal by statute:

"(a) To fraudulently issue a negotiable warehouse receipt for stored products which contains any false statement.

"(b) To issue or aid in issuing a negotiable warehouse receipt when the products for which such receipt is issued have not been actually received by, or are not under the actual control of, the one issuing such receipt at the time of the issuance thereof.

"(c) To issue a negotiable warehouse receipt for stored products of which the one issuing such receipt is owner, either solely or jointly or in common with others, without stating in such receipt the fact of such ownership.

"(d) To deliver part or all of any lot of stored products for which a negotiable warehouse receipt, the negotiation of which would transfer the right to the possession of such products, has been issued and is outstanding and uncanceled without obtaining possession of such receipt, or taking up and cancelling same, or placing a statement of what products have been delivered plainly upon it at or before the time of delivery of such products; except where delivery thereof is made pursuant to an order of a court of competent jurisdiction or in compliance with a sale made to satisfy a lien thereon."

The Chicago conference, on Aug. 10, to which the foregoing Washington correspondence alluded was attended by about 125 representatives of the cold storage warehouse industry, with more than a hundred other companies represented by proxy. President Rushton of the A. R. W. was in the chair, and William M. O'Keefe, Chicago, the association's executive secretary, acted as secretary. The gathering was not a public one, and the following statement was released to the newspapers:

"The meeting was called to receive the report of a special committee on code which had been at work in preparing it during the past sixty days. The chairman of the special committee, Frank A. Horne, New York, presented the report of the special committee and the report was considered by articles and paragraphs. After very full and careful consideration and discussion the several

sub-divisions of the code, with a few minor amendments, were adopted by practically unanimous votes.

"After such seriatim consideration and action the code was adopted as a whole by a unanimous vote of those present and represented by proxy.

"It is estimated that over 80% of the industry was represented by the total vote.

"The conference also authorized the special committee to present the code to the Agricultural Adjustment Administration in Washington and to request that a public hearing be called in due course thereon in order to facilitate its final approval by the President of the United States.

"The Special Committee was also empowered to discuss and deal with the code with the representatives of the Agricultural Adjustment Administration and the National Recovery Administration for the purpose of securing the approval of the Government and reconciling any differences which may arise.

"Copies of the code will be available after public hearing has been held at Washington and the code approved by the President.

"The meeting was fortunate in having present Honorable Charles J. Brand, Co-Administrator of the Agricultural Adjustment Administration, who addressed the meeting and informed those present of the purpose and policy of the Government in the administration of the law. Mr. Brand was personally acquainted with a number of the members and received a cordial welcome and made a fine impression."

According to the A. R. W. code committee there are in the United States 762 warehouse companies operating total refrigerated space of 452,000,000 cubic feet and with a total investment of \$275,000,000. The value of the perishable commodities going through the cold storage warehouses annually is estimated to be more than \$1,000,000,000.

#### **Cook Again President of United Van Lines**

THE fifth annual convention of the United Van Lines, Inc., was held at the Stevens Hotel in Chicago on July 24-26 and decided to join the National Furniture Warehousemen's Association in code-set up under the N.R.A. The meeting was addressed by Martin H. Kennelly, Chicago, the National's president, who discussed the recovery Act and cooperation. All the officers and directors of U. V. L. were reelected, as follows:

President, George J. Cook, president George J. Cook, Inc., Buffalo.

Secretary, "Al" Naish, president "Al" Naish Moving & Storage Co., Cincinnati.

Treasurer, Daniel Britten, Cleveland, manager U. V. L.

Directors, Neil Conaster, N. & J. Moving & Storage Co., Detroit, and Ed. Anderson, Ed. Anderson, Inc., Chicago.

It was voted to hold the 1934 convention in Cincinnati.

—Carleton Cleveland.

# Opposing Trucking Interests Prepare Codes Under the N. R. A.

**American Highway Freight Association and Federated Truck Associations of America Are Unable to Harmonize Policies. Johnson Administration Must Study Two Documents and May Adopt Best Features of Each and Combine Them**

By STEPHENS RIPPEY

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**T**HOUGH there was little evidence of harmony between the warring motor truck factions which have been working on codes to submit to the National Recovery Administration, there were indications that some semblance of order was emerging from the chaotic situation as this September issue was "put to bed."

Chief developments during the month of August included (a) acceptance by the National Recovery Administration of proposed maximum hours and minimum wages for the entire trucking industry, submitted by the Federated Truck Associations of America and concurred in by the National Highway Freight Association, whereby truckmen may obtain the Blue Eagle by putting those hours and wages into effect in lieu of those proposed in the President's Reemployment Agreement; (b) a week of conferences in Washington between the various trucking factions; and (c) inability of the Federated Truck Associations and the American Highway Freight Association to compose their differences and submit a joint code.

The upshot of the conferences was that the Federated submitted to the Administration a revised code, different in a number of respects from that adopted on Aug. 11,

**F**OR a time during the week of Aug. 20 it appeared that the Federated and the A.H.F.A. groups would be able to get together. The former held a meeting starting Aug. 22, while the A.H.F.A. board of directors gathered in a three-day session. A joint committee was appointed to work out an agreement and although the committee worked all the night of Aug. 23 it finally broke up in disagreement, with the Federated definitely withdrawing from further participation and the American still hoping that some common ground could be reached. The hope was in vain.

The joint committee consisted of Marion F. Jones, W. E. Humphreys, Maurice Tucker, H. E. Sheridan, H. C. Mims, Leland James, and C. F. Weilbacher representing the A.H.F.A.; and J. W. Blood, Chester G. Moore, J. F. Winchester, Roy B. Thompson, Walter Beck, Charles D. Redwine, and Walter W. Belson, with A. G. McKeever, of the Merchant Truckmen's Bureau, New York, sitting in as mediator.

Following the committee's inability to compose the differences between the two groups, C. S. Reynolds, Tacoma, Wash.,

a director of the A.H.F.A., took the floor at that organization's meeting and declared "I feel very sick." He urged the conferees to put aside their personal ambitions and suggested that the conference committee be kept alive so means would be available if there were any possibility of getting together. The directors approved this suggestion.

However, when the Federated committee reported back to that organization it was decided to withdraw from further participation in the deliberations and the committee was disbanded. Immediately several directors of the A.H.F.A. who also were affiliated with the Federated, resigned from the latter organization. These included Frank C. Schmidt, Toledo, Ohio, representing the Ohio Association of Common Haulers, and Mr. Redwine and Mr. Blood. They said, in effect, that they had definitely decided to go along with the A.H.F.A.

The Federated on Aug. 25 issued a statement addressed to the A.H.F.A., explaining why the former could not go along.

"Unfortunate developments within and surrounding operation and development

designed to include the entire trucking industry, and the American Highway Freight Association drafted a code covering only the for-hire trucks which was to be submitted to the Administration early in September.

Just what attitude the National Recovery Administration would take toward these codes was not definitely known when this was written. It appeared likely that no definite commitment would be made until the A.H.F.A. code had been submitted and studied. There was even a possibility that the Administration would not decide definitely until after the public hearing on the codes.

Deputy Administrator Malcolm Muir, who is handling the transportation codes, told the writer that he would prefer to have one code to govern the entire trucking industry, with the sole exception of local retail delivery trucks. Such a code naturally would have to be subdivided to take care of the divergent interests in the industry, he said.

"It seems to me now that the better thing might be to take the best features of both codes and combine them," Mr. Muir said, though he made it clear that he was not definitely committed to such a procedure.

It was obvious, he said, that nothing could be determined finally until an opportunity had been presented for study of both codes, as well as any others which might be filed affecting the trucking industry.

and policies of your organization since the meeting in Chicago, July 11, 1933, have, in our opinion, made it improbable that the individuals throughout the trucking industry will have confidence in any reorganization of your association to restore its full usefulness," the Federated said.

"The recent emergency occasioned by the President's blanket code agreement and the Blue Eagle campaign made necessary a gathering in Washington, Aug. 10, 1933. Failure of your organization to accept the assistance then available, the necessity for filing a tentative national code to include all types of trucking operations (to which your organization has been irrevocably opposed) resulted in the formation of an organization of more representative character through federation of leading truck organizations throughout the country, embracing most of those who have been in existence through many years of cooperative effort in the industry."

The statement continued by expressing the belief that the A.H.F.A. could not be reorganized so it would be representative of the industry, free from



domination by any group of carriers to the detriment of others, and be able to administer the code through State set-ups.

John W. Blood, Wichita, was elected president of the Federated at its Aug. 22nd meeting. Walter W. Belson, Milwaukee, was named secretary; Theodore D. Pratt, manager of the New York State Motor Truck Association, treasurer; and Edward F. Loomis, of the truck division of the National Automobile Chamber of Commerce, manager. Four vice-presidents were chosen—Frank C. Schmidt, who, representing the common carriers' division, subsequently resigned; J. H. Alphin, Eldorado, Ark., for the over-the-road contract carriers; Chester G. Moore, Chicago, for the cartage contract carriers; and John F. Winchester, Newark, N. J., for the private carriers.

A temporary executive committee chosen includes John L. Wilkinson, Charlotte, N. C., president of the North Carolina Truck Owners' Association and southern vice-president of the National Furniture Warehousemen's Association.

The first act at the A.H.F.A. meeting was the resignation of the officers in accordance with the promise made when the meeting was called. Those who resigned included J. L. Keeshin, president, and E. J. Arbour, secretary.

C. S. Reynolds, Washington, was appointed temporary chairman; and Walter W. Belson, Milwaukee, temporary secretary.

Permanent officers elected later were Ted V. Rogers, Scranton, Pa., president of the Pennsylvania Motor Truck Association, president; C. S. Reynolds, first vice-president; E. Foster Moreton, Detroit, president of the National Team and Truck Owners' Association, second vice-president; Sydney Allen, St. Petersburg, Fla., third vice-president; Marion F. Jones, secretary; and Robert K. Carter, Richmond, Va., treasurer. There was no opposition to election of any of the officers.

#### Expansion

President Rogers said he assumed office "with the full consciousness of the serious responsibility involved."

"The transportation of property by motor truck and teams is rapidly assuming such tremendous proportions that it now constitutes one of the very large portions of the economic fabric of this country," he continued. "In the 'for hire' end of the industry alone it is probable that as many as one million or more people are employed; the capital invested exceeds two and one-half billion dollars; the truck units operated probably exceed five hundred thousand.

"We are quickly emerging now from a state of more or less chaotic condition in our industry and I am confident that the day is almost at hand when we can comfortably take our position in all quarters as one of the national industries of the country voicing its convictions and protecting its interests as such.

"I pledge personally faithful devotion of my time and energy to the office

of president and particularly extend to Governmental authorities the fullest pledge of cooperation in the great work of national recovery."

A general committee was designated to present the A.H.F.A. code to the Administration and to follow it through to a conclusion. Several members of this committee will remain in Washington constantly during the negotiations leading up to final approval of the code.

Mr. Rogers heads the committee. Other members are C. S. Reynolds; H. C. Mims; E. J. Arbour, Hartford, Conn.; E. Foster Moreton, Detroit; Fred O. Nelson, Jr., New York; Marion F. Jones; Ed. J. Buhner, Seymour, Ind.; J. E. Murphy, Minnesota.

#### 48-Hour Week

The modified agreement whereby truck operators, regardless of the category in which they fall, may obtain the Blue Eagle by signing the President's reemployment agreement and complying with the hour and wage provisions, calls for a 48-hour week averaged over a three-month period for drivers, helpers and dispatchers, with a 40-hour week for office help.

On intercity or line hauls the truck operator may substitute a mileage basis for the 48-hour week, with 720 miles being considered the equivalent of a 48-hour week for a tractor, semi-trailer and extra trailer; 960 miles for a tractor and semi-trailer or truck and trailer; and 1,060 miles for a truck.

A minimum wage of 40 cents an hour is provided, unless the hourly rate for the same class of work on July 15, 1929, was less, in which case the July 15 rate will prevail; but in no event may the hourly rate be less than 30 cents an hour in the North and 25 cents an hour in the South.

The A.H.F.A. code was drafted by a committee consisting of Charles E. Cotterill, general counsel, Edward S. Brashears, associate counsel, C. S. Reynolds and Fred O. Nelson, Jr.

It defines carriers of property for hire in one of the longest sentences on record, as follows:

"Such expression 'carrier of property for hire' includes such carriage not alone between places in the same or contiguous municipalities but additionally such carriage from one community or area to another, the expression also includes any carriage of property by any other industry which engages in such carriage for hire for others than itself; but nothing in this sentence shall be construed to apply to any farmer who transports his own farm products or supplies in vehicles of his own ownership and who occasionally may accommodate a neighbor by the haulage of similar goods for such neighbor; nor shall anything in this sentence apply to such transportation of property by any other industry than that to which this code otherwise applies when such transportation by any member for such other is from one company to another under common control and management for which transportation there is made a charge

by the subsidiary to the parent company or vice versa; but nothing in this sentence is intended to apply or should be construed as applying to those industries engaged in the production, processing or selling of goods, wares or merchandise engaging in the practice of making two prices, one based upon origin and the other upon destination and which concern may perform the transportation in its own vehicle for that purpose; it shall also include the owner of a truck or dray who leases it or hires it out to another industry but who retains any responsibility for the safety of the property transported or, who, by any arrangement, leases or hires it for the purpose of evasion of the provisions of this code."

The definition provides also that the expression shall include persons such as truck terminals; agents, brokers or forwarders who solicit or offer to procure or provide transportation of property in whole or in part by motor vehicles; and teams or drays to the extent to which such operation utilizes motor vehicles, teams or drays. Provisions of the code also apply to the owner of any such motor vehicle, team or dray who engages in transportation of property for hire and performs labor in connection therewith though he may not employ anyone else in such operation.

An optional provision permits any industry operating motor vehicles, teams or drays of the carriage of its own goods to substitute the labor provisions of the A.H.F.A. code for those in the industry's code.

The code as adopted on Aug. 26 did not carry any labor provisions nor any fair trade practices. These provisions were to be added to the code as appendices as soon as State and regional groups had made known their positions on these questions.

#### Rates

Neither did the code as adopted carry any rate-fixing provisions though it carried a provision permitting "any natural division" of the "for hire" industry to engage in voluntary agreement on rates and rules and regulations affecting rates. The machinery and method to be employed in such an activity are to be determined by the natural division of the industry and when agreements are entered into they will constitute fair trade practices within the code, provided they are not designed to promote monopolies and to eliminate or oppress small enterprises.

Administration of the code would be by a central committee appointed by the board of directors of the American Highway Freight Association. The latter also would appoint State committees to assist in administration of the code.

All members of the "for hire" industry would be required to register themselves and their operations with one or more local administrative agencies of the association in each State in or through which they operate. These registration records would be open to inspection by Government officials.

One of the important changes in the

revised code submitted by the Federated changes the language of the open shop provision, to read as follows:

"Each member of the industry may continue the open or closed shop policy heretofore followed by such member, and the selection, retention and advancement of employees will be on the basis of merit without regard to their affiliation or non-affiliation with any labor organization or other organization."

The Federated's code makes no change in the hours and wages provisions, except to change the mileage equivalents of a 48-hour week to 960 for a tractor and semi-trailer and 1060 for a straight truck, and to eliminate billing and rate clerks from the exemption from the 40-hour week.

A provision is added whereby members of the industry are prohibited from reducing the compensation of employees now in excess of the minimum wages provided, notwithstanding the hours worked may be reduced, and whereby the members agree to increase the pay for such employment by an "equitable adjustment" of all pay schedules.

The August issue of *Distribution and Warehousing* carried a letter written by Deputy Administrator Malcolm Muir to Roy F. Britton, director of the National Highway Users' Conference, intimating that the proposed code originally drafted by the American Highway Freight Association was not considered a code by the Administration, although the letter did not mention the A.H.F.A. by name.

The letter went on to express the hope that the State motor truck associations would appoint members (to draft a code) who would "truly represent the entire motor truck field."

Mr. Muir's letter was written prior to several conferences he had with Charles E. Cotterill, general counsel for the A.H.F.A. and before the deputy had a full understanding of the motor truck situation. As a result of Mr. Cotterill's explanation, Mr. Muir wrote him a letter, dated July 27, stating that while he believed it was for the best interest of the industry to present a code covering all forms of truck transportation, including common carriers, contract carriers, and privately owned fleet operators, that was a question for the industry itself to decide.

"Whenever any trade association purporting to represent the industry or a sub-division of it, files a code with the Administration," said Mr. Muir, "I shall then take every proper step to ascertain the facts as to the truly representative character of that association."

It was necessary for the August issue of *Distribution and Warehousing* to go to press before the Muir letter to Mr. Cotterill became available. Consequently it was not possible to chronicle the deputy's changed attitude in that issue.

The code adopted at the meeting on Aug. 11 provides a 48-hour week for drivers and their helpers and dispatchers, with only "productive hours considered for loading and unloading. Hours spent by an owner or employee deadheading on a vehicle will not be considered as working hours.

An alternative provision permitting substitution of stated numbers of miles driven for hours employed during a week also is included, because of "difficulties attending the supervision of drivers and helpers while en route and of measuring actual performance." This may be used at the option of employers.

Under this provision 720 miles will be considered equivalent to 48 hours for a tractor, semi-trailer and one extra trailer; 1,000 miles for a tractor and semi-trailer or for a truck and trailer, and 1,200 miles for a "straight truck."

If special conditions exist it is provided that the maximum hours of labor may exceed the maximum in any one week, if the average number of hours per week for any six months' period shall not exceed the 48-hour maximum.

Office employees are limited to a 40-hour week, as are "other" employees; but those engaged primarily or wholly in managerial, supervisory or executive capacities who now receive more than \$35 a week, employees on maintenance and repair work, outside salesmen or solicitors, watchmen, billing and rate clerks, station managers, or employees on very special cases where restriction of hours of highly skilled workers would unavoidably reduce service, are exempted.

Hours of service operation may not be reduced to fewer than 52 hours in any one week, unless such hours were less than 52 per week prior to July 1, 1933. In such a case hours may not be reduced at all.

A minimum wage of 40 cents an hour is provided for all employees, unless the hourly rate for the same class of work on July 15, 1929, was less than 40 cents, in which case the hourly rate will not be less than that in effect July 15, 1929, but in no event less than 30 cents an hour in the North and 25 cents an hour in the South.

The code guards against an employee holding two jobs by prohibiting employment of any person who has performed work for any other member of the industry up to the maximum number of hours permitted per week.

It permits the maximum hour provisions to be adjusted to conform with maximum hours of different competitive forms of transportation agencies which are under supervision of the Interstate Commerce Commission, public utility commissions or other regulatory bodies.

The provisions as to hours and labor do not apply to private trucks owned by industries which have codes of their own where both the maximum hours are not more and the minimum wage of the industry code is not less than that of the trucking code.

The code defines as an unfair trade practice the transportation of property at less than reasonably compensatory rates and charges, except for a recognized charitable organization. Another unfair trade practice is for a private operator to fail to include in his element of cost such sums for his own service as would correspond to the standard wage for like service of an em-

ployee doing similar things, if such things, were done by an employee coming within the scope of the code.

Giving of secret rebates or settlements, obtaining of business by the use of commercial bribery, and discrimination in charges as between different shippers or consignees of the same commodities unless the difference is measured by differences in the costs of performing service, also are outlawed.

Violation of the code by any operator also is declared an unfair trade practice.

The code declares it to be "equitable and promotive of the purposes" of the recovery Act to adjust contracts to reflect increased costs resulting from adoption of the code.

The executive committee of the Federal Truck Associations of America is set up as the governing body to supervise operation of the code.

A few of the definitions carried in the code are as follows:

"The industry" means and includes the transportation of property over thoroughfares by means of motor or horse-propelled or drawn vehicles, operated for hire or otherwise, used in connection with or incidental to any commercial, industrial, or other business activity.

"Private operator" means one who operates his own vehicles to transport his own property and receives no pay from others for the use of his vehicles.

"Operator for hire" means one who transports property of others for hire.

The meeting on Aug. 10 was called to order by Frank C. Schmidt, representing the Ohio Highway Users' Federation and the Ohio Association of Commercial Haulers, and he was chosen permanent chairman of the conference. Walter W. Belson, of the Wisconsin Allied Truck Owners, was chosen secretary, and Edward F. Loomis, of the motor truck division of the National Automobile Chamber of Commerce, assistant secretary.

At the commencement there were demands to have the roll called so "we will know who is here and who is running this meeting." This was done.

Charles E. Cotterill, general counsel of the American Highway Freight Association, discussed the motor truck situation particularly as it had been affected by the now celebrated Muir letter to Mr. Britton (see August *Distribution and Warehousing*, page 17). Mr. Cotterill declared somebody had given Mr. Muir a "bum steer."

The first business was consideration of a resolution offered by Walter Beck, representing the Texas Motor Transportation Association, which provided for creation of an emergency code trucking federation and the appointment of a committee of seven to confer with Mr. Muir to ascertain whether the Administration would recognize the new federation as representative of the trucking industry.

Immediately the charge was made that Mr. Beck was aiming at the American Highway Freight Association, but

he contended he was not. He said, however, that the American Highway Freight Association had not fully carried out its Chicago program.

Upon motion of C. O. Sherrill, vice-president of the Ohio Highway Users' Association, the Beck resolution was amended to provide that the committee of seven should ask recognition by the Administration for the purpose of working out a complete code for the entire highway freight hauling industry. The committee also was instructed to ascertain how maximum hours and minimum wages might be applied at once until a permanent national code is submitted.

The committee chosen to present the resolution to Mr. Muir and ascertain whether the Administration would recognize the newly formed association was headed by Mr. Sherrill and included Theodore Pratt, of the New York State Motor Truck Association; Chester Moore, of Illinois; W. B. Horton, North Carolina; Walter Beck, Texas; P. F.

Arnold, Rhode Island; and J. W. Blood, of the Motor Truck Association of Kansas and the Kansas State Motor Freight Association.

After seeing Mr. Muir the committee returned to the meeting and reported that he said the Administration could not recognize any organization as representative of the industry before submission of a code. When a code was submitted, he told the committee, he would determine whether it was submitted by a representative group.

Considerable discussion resulted from the committee's report, but the final result was that an executive committee was designated to draw up a tentative code and present it to the administration. This committee was headed by Mr. Schmidt and included Mr. Beck, Mr. Blood and Mr. Pratt; Charles D. Redwine, of the Commercial Motor Vehicle Association of Georgia; Roy B. Thompson, of the California Motor Truck Association; and J. F. Winchester, super-

intendent and coordinator of motor equipment, of the Standard Oil Company of New Jersey.

The discussion precipitated by the original committee's report resulted in a number of withdrawals from the meeting. J. F. Winchester appealed to the conferees for "united action" and urged them not to withdraw. He said he was particularly sorry the Pennsylvania delegation had withdrawn.

Ted V. Rogers, of the Pennsylvania Motor Truck Association, said Pennsylvania withdrew because there were men in the room who had reached an agreement at Chicago and that the Chicago agreement had not been lived up to. He said Pennsylvania had no assurance that any agreement reached at Washington would be observed. Consequently, he said, he saw no reason for continuing in the session. He defended the American Highway Freight Association and said the Chicago agreement should be carried out.

## Charles S. Morris Warns Business to Abide by the National Recovery Law

**W**HETHER or not American business favors the national industrial recovery law and whether or not American business believes it will be successful, the Act is the law of the land and American business "must abide by its regulations or suffer the consequences," Charles S. Morris, president of the Metropolitan Fireproof Warehouse, Inc., New York, said in an address at a luncheon of the Rotary Club of New York, at the Hotel Commodore on Aug. 17.

"If business is not to lose out in this program," warned Mr. Morris, a member of the National Furniture Warehousemen's Association code committee, "it is essential for all to support the movement honestly, fairly, willingly, unselfishly. When I say 'honestly,' I mean honestly with yourself, your fellow businessmen, your employees and the public.

"Businessmen must realize that Government has stepped in *after* private interests have failed. How long that control will last, and how well it will work out, will depend largely on the measure of cooperation in industry and the sincerity of purpose of businessmen themselves.

"To all intents and purposes, labor seems to view this Act as written exclusively for the benefit of labor. This is *not* a fact—a square deal means a square deal for everyone concerned, employed and employer alike. Both must share in the benefits if the Act is to be a lasting economic success. There will be just rewards for all in the elimination of unfair and unjust trade practices.

"I am certain that the National Recovery Administration does not intend, as some labor leaders seem to think, to deliver this country over to labor organ-

izers and their followers. So long as President Roosevelt remains the economic dictator I feel confident that every effort will be made to induce organized labor to recognize the rights of all employers, and that employers will be expected to recognize the rights of all labor. Safety lies in the continuance of this spirit, and *only* in this treatment of the problem will the new deal become a square deal.

"Labor will, of course, get the benefits under this Act before business, but I feel certain that there will accrue sufficient benefits to go all around in fair proportion. *That* is one *other* way that the new deal can become a square deal.

"From the employer's standpoint, it means the end of selling below cost, the end of price slashing, of price discrimination, the end of commercial bribery in *any* form, the end of secret rebates or refunds, and of many other destructive practices born, nourished and developed during the days of ruthless competition. In its place will rise a substantial structure, built upon the foundation of the principle of a fair margin of profit over and above correctly computed costs.

"Do not anticipate a commercial Utopia merely by sitting around and wishing for it, or by letting the other fellows do the work. There is nothing of a Utopian nature about the Act—it is practical, sensible application of sincere coordination. It will mean a square deal for *you*—but only if you cooperate to make it so. Any man who thinks he is smart enough to sidestep the law by sharp practices is fooling no one but himself. If you think you can, just recall the statements of General Johnson and it will soon become apparent that juggling and shady tricks will avail nothing. Cooperation will be

an easier course to pursue, and a more profitable one, than resort to shady practices. The Administration is determined that nothing shall upset the recovery that is now taking place, and will use its extraordinary powers if it becomes necessary.

"Business men will have to abide by the rules of an accepted code—voluntarily, preferably; by compulsion if necessary. If you comply, that is all there is to it; then, and only then, will the Government refrain from use of the big stick. President Roosevelt was asked if the Act was to be temporary or permanent. His reply was, 'Temporary, probably—permanent, possibly!' One thing is certain, however—be it only for the period of two years or even longer, from the experience we are going to emerge better, more ethical, and much wiser business men. All types of industry will be grateful for the experience, men will have a higher regard for one another, and the benefits accruing from the N. I. R. A. will continue to exist long after the Act itself will have been repealed."

Should there be a failure of what he called "the adventure," Mr. Morris concluded, "it will not be failure of Government," but—

"It will spell failure for our whole industrial system of which we are a part and publish to the wide world the fact that the present heads of business are incapable of operating successfully.

"The spirit of the times demands of each of us courage and confidence; it demands intelligent action, based on the clear understanding that our opportunity for the square deal lies, not in prayer, not in the stars, not in magic, but in an active, militant participation, and an unselfish cooperation in our own trade activities."



## N. R. A. Developments in Various Parts of the Country as Reported by Correspondents

### Arizona

Under the auspices of the newly-organized Arizona Transfer and Warehouse Association the storage industry's interests held meetings in Phoenix during August and voted to cooperate with the National Furniture Warehousemen's Association under the N. R. A.

It was agreed that meanwhile employees' hours should be reduced at once, without salary decreases. Sentiment favored a 48-hour week as being necessary in Arizona.

—R. M. Robbins.

### Atlanta

Under the sponsorship of the Atlanta division of the Confederated Household Goods Movers of Georgia more than fifty Atlanta companies voted in August to work under a tariff agreement which is temporary in character pending adoption of the N. R. A. code of the National Furniture Warehousemen's Association.

The agreement calls for a 40-hour week for employees and a wage readjustment, resulting in immediate employment of scores of additional men and a substantial payroll increase.

### Connecticut

The Connecticut Warehousemen's Association called a special meeting, with leading unaffiliated storage and transfer firms represented, at Hartford on Aug. 16. A code of fair practice, embracing hours and wages and rates, was adopted for the guidance of the National Furniture Warehousemen's Association.

Two resolutions were ordered sent to the National. One empowers the National to act for Connecticut's household goods warehouse firms and van owners, both members and non-members of the State association. The other urges incorporation in the N. F. W. A. code of a section providing that new concerns not be permitted to enter the business without certificates of convenience and necessity.

The rate schedule adopted calls for \$5.50 an hour for a van and three men, plus \$1 for each additional man. The minimum wage would be \$15 a week for full-time labor and 35 cents an hour for part-time labor. Warehouse labor would receive a minimum of \$19 a week for full-time employment, with clerical workers excepted.

At the regular monthly meeting of "ConnWA" at East Hartford, on Aug. 10, Myles W. Illingworth, executive secretary of the Morot Truck Association of Connecticut, discussed the N. R. A. situation and expressed belief that in taking medicine "the dose will be pretty bitter at first but after we get used to it we'll like it." He predicted that code restrictions and requirements would re-

quire so many changes in operating procedure that cut-rate firms would be severely hurt.

It was stated during the meeting that representatives of three labor organizations—the American Federation of Labor, the Brotherhood of Railway Trainmen, and the Industrial Workers of the World—had been working in Connecticut to organize employees of trucking and moving companies.

R. M. Ford, representing the Bridgeport Van Owners' Association, presented a proposed code, including a rates section, which the Bridgeport group had favored.

—Charles B. Barr.

### Kansas City, Mo.

The Greater Kansas City Moving and Transfer Association and the Team and Truck Owners' Association of Greater Kansas City on Aug. 7 approved a code providing for a 40-hour week except in rush seasons, when a 54-hour week would apply.

The minimum wage agreed upon by the 69 firms which have approved the code is 40 cents an hour. For contract haulers a 50-hour week would apply, with a maximum of 54 hours. Minimum wages for that class would be 35 cents an hour for regular employees and 30 cents an hour for extra help. For long distance hauls approval is being sought for a longer working week, the proposal being for a 60-hour week or 120 hours for two weeks with adjustments for time off after long hauls.

The code provides that no one under 16 years old shall be employed.

H. J. Packer, secretary of the transfer group, said:

"I believe the estimate of 500 additional employees is conservative."

The two groups are working on a tariff schedule.

The household goods division of the Kansas City Warehousemen's Association has approved the tentative code of the National Furniture Warehousemen's Association without material alteration. Joseph C. Wirthman is chairman of the division. Wages and hours adopted are those now in effect.

—Kenneth Force.

### Maryland

Early in August Maryland's household goods storage interests began a series of N. R. A. meetings, the first being held at the Automobile Club of Maryland, in Baltimore, with C. J. Hamilton, Baltimore, president of the Maryland Furniture Warehousemen's Association, in the chair. Mr. Hamilton announced he would appoint a committee to work in cooperation with one cre-

ated at the initial conference. The conference committee comprises George C. Dover, Frank Mann, Charles A. Loving and G. R. Lumpkin.

The conference approved the tentative code prepared by the National Furniture Warehousemen's Association. Standard rates and prices to be observed by all signatories were left to a committee to work out.

—Robert E. Smith.

### Miami

The Greater Miami Transfer & Storage Association, newly organized, has unanimously accepted the proposed N. R. A. tentative code of the National Furniture Warehousemen's Association but has appealed for a 48-hour week on the ground that conditions in Miami are somewhat different from those elsewhere because of the busy time of the year being the winter or tourist season.

—E. W. Sudlow.

### Michigan

Showing a spirit of 100 per cent cooperation with President Roosevelt in his effort to bring normalcy out of industrial and economic chaos, the Michigan Furniture Warehousemen's Association went on record at Jackson on Aug. 3 in supporting the general recovery program.

According to H. H. Hardy, Lansing, secretary, practically every household goods warehouse in the State was represented at the parley, in which recommendations were made to the National Furniture Warehousemen's Association, which had earlier released its tentative code to the various State and local organizations.

The Michigan recommendations were in the form of a request to the National to allow Region 7, including lower Michigan, Ohio, Indiana and Illinois (exclusive of the metropolitan Chicago area) to apply minimum wage scales and maximum hours of labor as decided at the meeting in Jackson. The census of members present was that an equitable scale of 45 hours per week be set as a standard—the time to be averaged during the six weeks period in which local associations were given an opportunity to set up operating codes. The rates of pay for various classes of labor were set as follows: drivers, 50 cents per hour; helpers, 40 cents per hour; warehousemen, 50 cents per hour; helpers, 40 cents per hour; packers, 50 cents per hour.

If the National accedes to the request of the Michigan association, these hours and rates will be adopted as a standard code providing the other three States in Region 7 approve them.

Each of the other three States is to prepare a tentative code similar to the Michigan plan and submit it at a meet-

ing of Region 7 which is to be held in the near future. According to Mr. Hardy, Region 7 has working and economic conditions peculiar to itself which demand that a code be set up to meet these conditions rather than conditions of the nation as a whole.

Preliminary work on the Michigan and Region 7 code was done at the regional meeting at Wawasee, Ind., in July, when the regional board of secretaries, of which Mr. Hardy is general chairman, laid the foundation for recovery plans.

Region 9, in addition to Wisconsin in Region 9, is already pretty well organized along workable code lines, Mr. Hardy stated, due to the fact that the annual summer gathering of secretaries has added impetus to the now popular movement.

The 45-hour week, which runs to a maximum of 270 hours in the six-weeks period, provides a substantial increase in the labor hours over those at present. The wage rates, while not as high as in the peak year of 1929, represent a very marked increase in labor remuneration and will add greatly in creating a market for manufactured goods, farm produce and all other commodities.

Mr. Hardy made it clear that the code recommendations to be made to the National would be applicable in lower Michigan exclusive of the city of Detroit, and added:

"The recommendations should not be confused with the present blanket code, but are the recommendations for the N. F. W. A. code."

In addition to acting upon a general code, a committee was appointed to construct a tariff to be filed with the Michigan Public Utilities Commission as required by the new truck law enacted by the last Legislature. This law provides that all common carriers must file tariffs with the Commission; and, as furniture movers fall in this classification in this State, they must supply the Commission with this information when the new law goes into effect in October.

The committee is composed of L. H. Tanner, Detroit; V. VanHaaren, Bay City; John Borgman, Grand Rapids; H. H. Stevens, Flint; and M. Williams, Muskegon.

—King Saunders.

#### Nashville

Through the formation of the Nashville Transfer & Storage Association about thirty-five merchandise and household goods warehouse firms in the Tennessee city are cooperating under the recovery Act.

"We have already made a great deal of progress," according to Ernest T. Chadwell, the organization's first president. "We are cooperating to the fullest extent to put our business on a reasonable cost basis that will take care of the increased labor. Practically all members of the association have signed the President's blanket agreement and are now working on a 40-hour week, with minimum wage scale of \$14."

To take care of increased labor, shorter working period and minimum wage, the members have signed an agreement to

### Johnson Approves Temporary Hours and Wages for Cotton Compress and Warehousing

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

ADMINISTRATOR HUGH S. JOHNSON has approved temporary hours and wages for the cotton compress and warehouse industry. This will permit members of the industry to display the Blue Eagle by signing the certificate of compliance and putting into effect the hours and wages agreed to, pending final adoption of a code for the industry.

The temporary agreement provides a 48-hour week for employees, other than factory or mechanical workers or artisans, or executives, department heads, superintendents, weighers or foremen receiving more than \$35 a week, and watchmen.

Engineers, firemen and repair crews may be employed a maximum week of 48 hours averaged over September, October, and November.

A minimum wage of 25 cents an hour is agreed to for factory or mechanical workers or artisans in port cotton compress and warehouses and 20 cents an hour for interior cotton compress and warehouses. These rates are guaranteed regardless of whether the employee is compensated on a time or piecework basis.

—Stephens Rippey.

discard the load and contract method of moving household goods and to work on the hourly basis only.

—Edward Webb.

#### New England

Twenty-one organizations identified with the furniture storage and moving business were represented at a meeting under the sponsorship of the Massachusetts Warehousemen's Association at Boston on Aug. 8. Executives attending included Julian F. Greeley and Charles E. Nichols, president and secretary of the Massachusetts W. A., and George E. Martin and A. F. Ruby, president and secretary of the Massachusetts Furniture and Piano Movers' Association. Mr. Martin represented also the Connecticut Warehousemen's Association. Delegates were present from Boston, Lynn, Salem, Worcester and Springfield, and letters were received from local groups in New Bedford, Mass., and Portland, Me.

Stephen H. Whidden, Boston, summarized the features of the tentative code of the National Furniture Warehousemen's Association, and a resolution was adopted that "this meeting is fairly representative of the furniture storage and moving industry of this district and is competent to voice the consensus of opinion and sound judgment of the industry in Maine, New Hampshire, Vermont and Massachusetts."

A schedule of maximum hours of employment and minimum wages for various classifications of employees was approved, for recommendation to the N. F. W. A. The hours range from 40 to 48

a week; and the wages from \$15 to \$35 a week. Hourly rates for local moving and a mileage basis for long distance moving charges were indorsed, and these were fixed for passing on to the N. F. W. A. Part (b) of Section 4, for example, covers "long distance moving (more than 100 miles from origin to destination)" and reads:

"Charges for long distance moving shall be based upon a one-way mileage rate plus a loading and unloading charge, and rates shall be not less than as stated in the following table:

Load Capacity (Cu. Ft.)	Loading and Unloading	Mileage Rate (Per Mile)
800 or more...	\$20	60c.
600 to 800....	15	50
500 to 600....	12	40

"The minimum rate for loads of less than 500 cu. ft. shall be 10 per cent of the 500 cu. ft. or fraction thereof, for 'when-van-available' service."

Section 5, titled "Trade Practices and Rules of Conduct," urges that the following be covered specifically by the N. F. W. A. code:

"(a) Sound trade practice requires that separate and distinct charges be made for separate services, such as packing, and handling goods in the warehouse. Warehouse storage rates should not be inclusive of the handling and packing in storage rooms or the removal therefrom. This handling may be done either by the mover or by the warehouseman as may be determined by individual practice, but in either event it shall be charged for separately from the storage at a rate of not less than one-half the monthly storage rate for handling into, and one-half the storage rate for handling out of, storage rooms.

"(b) It is contrary to sound practice and is 'unfair competition' for a warehouseman to pay a commission to a mover for bringing goods to his warehouse for storage, or for a mover to pay a commission to a warehouseman for directing business to him."

The following was adopted:

"Resolved that this meeting by unanimous vote endorses the high purpose of the industry which is represented by the National Furniture Warehousemen's Association to establish a Code of Fair Competition in accordance with the national industrial recovery Act, and that its members, here assembled, are ready to accept, in particular, the standards of that Act in respect to hours of employment, wages and labor provisions as these may be interpreted by other votes, herewith, of this meeting. That trade practices to be enunciated by the code should conform in general to the principles of conduct for fair and frank dealings with customers, patrons and competitors without taint of breach of faith. That tariffs for services rendered, except as may be created specifically by other vote, shall be based of necessity generally on the standard of labor costs and all other legitimate items of expense and allowable deductions from capital assets, and that a comprehensive scale of charges for each and all of the specific services of which the industry is capable

of rendering is impracticable by reason of the great diversity of conditions not only throughout the nation but existing within each local regional community upon which the costs of these services are computed.

"And it is further resolved that each firm, corporation and individual represented at this meeting accepts the obligation to explain by due process of accounting to its local regional Industry Control Board any charge for service against which complaint is made on evidence submitted of unfair practice in respect to rates and charges."

—C. Frederic Wellington.

#### New Jersey

New Jersey's household goods storage interests, with every county in the State represented both by members of the New Jersey Furniture Warehousemen's Association and by independents, met at the Berwick Hotel in Newark on Aug. 14.

The tentative code of the National Furniture Warehousemen's Association was approved.

A schedule of tariffs, wages and hours was submitted, having been prepared by a special committee of fifteen executives headed by James E. Mulligan, secretary of the Knickerbocker Storage Warehouse Co., Newark. The schedule was approved and ordered sent forward to the N. F. W. A. headquarters offices in Chicago.

The tariffs recommended are in line with those generally suggested for operations in the National's No. 3 region, comprising New Jersey, Pennsylvania, and New York State outside of Manhattan, Kings, Queens and Westchester Counties and Long Island.

The New Jersey schedule favored a 48-hour week averaged across three months; and a minimum wage of 40 cents an hour.

#### New York City

The largest mass meeting of warehouse and van operators in the history of the New York metropolitan district, with probably a thousand executives attending, was held in New York City early in August to consider the tentative code of the National Furniture Warehousemen's Association. Louis Schramm, Jr., president of the New York Furniture Warehousemen's Association, was in the chair, and the speakers included two members of the National's code committee—Charles S. Morris, a National past president, and William T. Bostwick, secretary of the New York F. W. A.

Later in the month a smaller meeting was held attended by representatives of the New York F. W. A., the Van Owners' Association of Greater New York, and local associations in the Bronx, Brooklyn and Queens, and by independents not members of any of the locals.

Out of this smaller gathering emerged a committee of thirty to represent the entire industry in support of the National's plans. This committee, headed by Mr. Schramm, and with independents comprising about half its personnel, approved the National's tentative code and framed recommendations, later sent to

### Los Angeles Warehouses Ask Right to Increase Rates in Expectation of Added Costs

THE first application, in California, for increased utility rates because of national industrial recovery Act code provisions, was made to the California State Railroad Commission at San Francisco on Aug. 10 by a group of Los Angeles merchandise warehouse operators.

The petition for permission to raise their prescribed rates cited possibility of a general code which would increase the operators' costs of doing business.

The warehouse group asked for increases "sufficient only to meet additional costs." The code, they specified, had not been adopted but its application was anticipated.

The firms applying are the following:

American Warehouse.  
Bekins Van Lines.  
California Trucking Co.  
California Warehouse Company.  
Central Warehouse & Storage.  
Citizens' Warehouse.  
Colyear's Van & Storage Co.  
Cook-McFarland Co.  
Davies Warehouse Company.  
H. G. Chaffee Warehouse Company.  
Jennings-Nibley Warehouse Co., Ltd.  
J. R. Park Draying Co.  
Los Angeles Warehouse Co.  
Metropolitan Warehouse Co.  
Modern Warehouse.  
Overland Terminal Warehouse Co.  
Pacific Coast Terminal Warehouse Co.  
Pacific Commercial Warehouse, Inc.  
Richards Trucking & Warehouse Co.  
Smith Brothers' Trucking Co.  
Union Terminal Warehouse.  
Western Warehouse & Transfer.  
Westland Warehouses, Inc.

The petitioners stated that "pursuant of the terms of the national industrial recovery Act, applicants are, in conjunction with most of the other public warehousemen operating in the United States, formulating a code of fair competition; that when said code is finally adopted and made effective, each applicant will incur additional labor and other expense which will have to be met by increased revenue; that such increased revenue can only be obtained by an increase in rates."

the National, covering maximum hours and minimum wages.

The committee favored a 45-to-48-hour week; together with minimum wages of 60 cents an hour for helpers, 65 cents an hour for packers and 70 cents an hour for chauffeurs, averaged over a 28-day period, and with removal of hour-restrictions during peak moving periods. For office employees a maximum 44-hour week and a minimum \$15 wage were suggested.

The committee recommended also inclusion, in the National's code, of a requirement of certificate of convenience and necessity to begin operating warehousing.

The National's No. 2 region has been altered so that now it embraces Greater New York with the exception of Staten Island; and Westchester County, in New York; and Long Island, in New York. Under this rearrangement Staten Island, a part of New York City, enters Region No. 3 with Pennsylvania, New Jersey and the balance of New York State.

#### Ohio

A code of fair business practices for Ohio's motor truck industry, including both for hire and private operators, was adopted at a mass meeting of the State's motor truck interests at the Deshler-Wallick Hotel in Columbus on Aug. 8. Every section of a proposed code was discussed during the all-day discussions, and the conference unanimously approved them all.

Sections covering fair business practices provide against rate-cutting and so-called chiseling. No operator would be permitted to give service below cost, the basis of arriving at the cost being an average of the cost of operators performing identical service.

One of the important features is the setting up of a code committee of twenty-five as agency for administration of the code until such time as the N. R. A. may designate some other agency for Ohio administration.

The tentative code provides 48 hours a week for drivers, helpers and dispatchers. Other employees would be on a 40-hour basis. Provision is made for calculating hours for drivers, etc., on the basis of mileage travelled. The distance to be covered in a 48-hour week for a single truck is 1,200 miles; for a tractor and trailer 960 miles; and for a tractor, semi-trailer and trailer, 720 miles.

The conference, representing more than 50 per cent of Ohio trucks which would be affected, named Frank Schmidt, Toledo, as its representative to present the code at Washington and approve any changes necessary to have its adopted. C. F. Jackson, Akron, was named alternate representative.

—J. W. Lehman.

#### Oregon

The Oregon State Warehousemen's Association and the Portland Draymen & Warehousemen's Association held meetings during August in preparation for operating under the code of the American Warehousemen's Association.

—F. K. Haskell.

#### Pasadena

Under a code prepared by the California Van and Storage Association, warehouse companies in Pasadena, South Pasadena, Alhambra and Monrovia are increasing wages and have established a 40-hour week spread over a period of four weeks. The firms subscribing to the plan are members of the newly-organized San Gabriel Valley Transfer and Storage Association.

#### Providence, R. I.

A 52-HOUR week and a minimum wage of 45 cents an hour for drivers and 40 cents an hour for helpers are among suggestions forwarded to the National Furniture Warehousemen's Association by a group of Providence storage companies.

Daniel C. McQueeney, president of the Cady Moving & Storage Co. and chair-

(Concluded on page 58)



# Retaining Storage Accounts in the Face of Truck "Invasion"

How to Save Your Warehouse From Oblivion as Inter-City Hauling and Store-Door Delivery Continue In-Roads on Your Present Volume

H. A. HARING

Here Suggests  
Five Ways Out:

1. Tie Up With the Trucks
2. Those Tiny Deliveries
3. Consigned Stocks
4. Helping Retailers
5. Financing Local Merchants

**N**O question is more frequently asked among merchandise warehousemen than this: "What are the trucks going to do to us?"

Store-door deliveries, by the railroads, together with other extensions of their service, stand as a constant threat over the warehouses. Indeed the railroads, in many a center, have already cut a serious in-road into storage volume.

Yet more troublesome is the tremendous growth of inter-city trucking. This has deprived the railroads of their less-than-carload traffic. It has offered manufacturers faster distribution from the large center for 50 and 100 miles in every direction. It has taken volume away from the warehouses. The result has been that a warehouseman in Akron, which is thirty-five miles from Cleveland, will complain:

"The warehouse business is gone flop. The trucks from Cleveland go thundering by our warehouse, loaded with goods that we used to store and distribute. They bring goods right from Cleveland to Akron merchants and then do the same for merchants 20 and 30 miles out of Akron. There's no future for us. The trucks are wiping out warehousing in the small city."

Akron and Cleveland, as just quoted, are merely examples. You may substitute for those names any city you choose, for, if I am to believe what men tell me, the identical situation hangs over every portion of the country. The merchandise warehouse, except in the primary centers of distribution, has lost to the trucks account after account of national distributors.

The trucks offer overnight delivery for fifty or a hundred miles out of the big city. The national distributor wants nothing better. He, therefore, closes out his stocks in secondary centers within the hundred miles, and does all his distributing from the larger city. And, in many instances, the "hundred" becomes two and three times that distance, as good roads make possible overnight deliveries for 250 and 300 miles.

This threat to warehousing only illustrates the pervasive influence of the motor truck in all business. We know what it has done to the carriers. And, of recent years, unemployed labor and second-hand trucks have increased the havoc, because a world of fly-by-night independent truckers are competing with large and well-financed trucking concerns. But, even when renewed business activity again absorbs these marginal truckers, no warehouseman can sleep comfortably so long as he knows that the trucks, during the silent hours of the night, are gnawing away his storage volume.

I was recently shown a list of 68 "regularly established trucking routes" passing through New Haven, Conn. New Haven, for most of them, is but a stopping point as these trucks go into and come out from New York City every night. Just the same they are carrying through New Haven goods of every description which, formerly, went by rail and much of which, formerly, was handled by some warehouse in New England.

The railroads are losing traffic—but this is no concern of ours as warehousemen. The warehouses, too, are losing volume—and this is very much our concern.

Many merchandise warehousemen feel greatly disheartened. They have good cause. Still others fear extinction of the industry. They, in my belief, are mistaken. The warehouses may suffer, but public warehousing will not be snuffed out of existence.

It is possible to save themselves, and, in so doing, re-establish their houses with a volume of storing which no truck can touch.

**WAREHOUSEMEN** ask me:

"What are the trucks going to do to us?"

Usually I confess my inability to be a prophet by replying:

"I don't know."

And I do not. Nor do I believe anyone else does, for it is impossible to foresee what another ten years of good roads and improved automotive construction will do to American business. Certainly we have not seen the end of transportation by truck. However tight State and Federal regulation may become and however burdensome the fees and licenses and gas taxes, the inventive genius of manufacturers will not cease to produce trucks which will travel faster and carry bigger loads and do all this at less cost. The new models—operated by Diesel engines which burn oil of low grade—promise a complete revolu-

tion in trucking. They will undoubtedly make trucking profitable from coast to coast; they may even be adopted by the railroads and permit them to regain their lost freight traffic.

Therefore no one dares to foretell what the trucks will do.

But, while we reply "I don't know" to this question, we are not equally helpless when we face the closely-related question:

"What's ahead for the merchandise warehouse?"

Here an answer is possible. We may affirm:

"Go on, of course. The trucks will hurt. They have already. Warehousing

may need a doctor, but it's not time for the undertaker. For trucking cannot ruin a warehouse that knows its business.

"The up-and-going warehouseman will dig up storage accounts of another sort. He will insure the future of his warehouse by getting a volume which no truck can touch."

#### *The Field Potentially*

And, at the risk of repeating some of the suggestions for new business which already have appeared in these pages, let us look about to see what the wide-awake warehouseman can do.

He may, like the stenographer out of

work, curl up in a cozy chair and read a thrilling love story all day and then, all evening, grumble about unemployment and yap about how the Government ought to provide jobs. Or he may cudgel his brain and study his own city, and expend some shoe leather, and tie up storage accounts which will save his house from the inroads of trucking. He will also—as we have already hinted—insure the future of his company and provide an estate for his wife.

Five principal courses are open to the merchandise warehouse now threatened by trucking. Other things undoubtedly may be done but we shall, at the present time, mention only these five:

## *1. Tie Up With the Trucks*

FIRST of all, a warehouse in a secondary center can throw a lasso over the dust-raising steer and make juicy meat of him. It is sometimes possible to tie up the local warehouse with the trucks.

The local warehouse may become a depot for the inter-city trucks. Many warehouses have already done this, and, as a matter of fact, many of the inter-city trucks have been put on the road by warehousemen.

The inter-city truck, making overnight deliveries along a hundred miles of route, cannot afford the time to go far off the road for either pick-up or delivery. If it did, the night would not be long enough for the trip. Furthermore, it is hopeless to make a delivery where no one but the night watchman is on duty. The midnight delivery (or pick-up) becomes, therefore, utterly out of the question.

Where a solid truckload moves over the road for a single destination it is simple to deliver in the morning. A delay of three hours makes no difference, because the running trip is over.

I am told that nearly all these inter-city truckers began with the idea that every night they would be able to find a solid load and the next night a solid load in the opposite direction.

Just as soon as they begin operation, however, they learn differently. In order to get full lading—and profitable hauling—they are shortly obliged to accept less-than-truckloads. They make stops, in either direction, "short of final destination"; and like the stop-over freight car on the railroads, they arrive at the end of the trip "with one bundle of brooms and a carton of Ivory soap."

Inter-city trucking is not all velvet, six nights of each week.

No. The trucks are looking for convenient stopping places along the route for part-loads. The first night they begin partial deliveries they commence to inquire about part-load pick-ups, in the very natural hope of developing full lading wherever possible.

Some warehouses have recognized these facts and are out for the business. They offer these inter-city truckers a local depot. The tie-up includes local

pick-up and local delivery; temporary storage of "overs" and refused consignments; and collection of local accounts.

In order to offer a local tie-up to these truckers the warehouse must provide a night force of one man or two who are competent to receive and deliver goods and reliable enough to tally accurately in competition with the rough-and-ready type of man who operates the truck. The warehouse must guard against hold-ups, and the organized thievery which flourishes at night. There is a decided risk to the entire warehouse, too, introduced by having even one door open at night, for by doing this the entire house is made vulnerable for thievery and hold-up. This circumstance is not to be overlooked by the warehouseman as he ties up with the truckers.

The warehouse's revenue from assembling and delivering goods for the truckers is apparent. It also has income from temporary storage of "overs" and refused shipments at good rates. Two warehousemen have told me that they derive some revenue by storing replacements and extra tires for the truckers themselves, under a plan of operation by which the truckers "cache" emergency replacements along the route rather than to rely on tire shops and roadside garages during the night.

The warehouse also collects accounts for the truckers.

These consist of charges for transportation and C.O.D.'s for the goods. Collection and remittance do not differ from other routine transactions of this sort, with a single exception.

Many of these truckers are unstable financially. Especially is this true with the fly-by-nighters who have broken into the business during present unemployment. Three warehousemen have told me that whenever they collect for a C.O.D. they pay by check, not in money, making the check payable to the shipper rather than to the trucker. Thus they protect themselves against a claim in case the trucker fails to remit promptly—or at all!—to the shipper. They leave it for the trucker to adjust the charges for his own services.

"Some days," says one of these three, "it makes us write a lot of checks. They

cost us two cents apiece for the revenue. But it's worth every cent of the cost. We play safe all the time."

When the reverse operation comes into play, the warehouse is not in so pretty a position. That is, when local goods are shipped by inter-city truck C.O.D. The local warehouse is merely a depot, but nevertheless it is an agent of the shipper in its home town and finds some liability falling upon itself in case the C.O.D. is not promptly remitted from destination. Naturally the local shipper looks to the local warehouse for the money, often indeed having been persuaded to use the inter-city truck through solicitation by the local warehouse.

To demand a bond from the truck is no longer always possible. Bonding companies have had such terrific losses with truckers that often they refuse to accept them as risks. To "trust to good luck" is hardly a business like procedure. To use the "sight-draft-B/L" of the railroad or express company is impossible with truckers, because their receipts for goods are not recognized as bills-of-lading; and truckers, as a whole, have not the financial integrity of railroads. The banks will hardly consider such a collection.

One warehouseman tells me that for every C.O.D. he ships out he mails a form letter to the consignee requesting that the check paying for the C.O.D. be made out to the shipper and handed to the delivering truck instead of paying in cash. Even thus he ran into a loss twice. The checks were not good. Then he tried to persuade the shippers to release the warehouse of liability by an agreement that the shipper would accept such checks and take the risk of collection. They refused. "The reason for the C.O.D. in the first place is that the credit is shaken," they told the warehouseman.

No warehouse, so far as I have discovered, has completely solved this difficulty. The warehouses run a risk every time a C.O.D. shipment goes out for a local shipper for delivery by a trucker at some other point. I have seen several printed forms, used by the warehouses, emphasizing that their responsibility covers only such funds as may actually come into their hands. This sounds fool-proof and law-tight; but in their hearts,

even these warehousemen question that they are protected against claims.

The warehouse is, of course, only an agent. It is required to be reasonably diligent and alert in handling collections. It is not responsible for others' misdeeds or shortcomings. It does not guarantee the trucker. Yet, for all these legal protections, the great fact remains that the warehouse solicits the business locally and gets it upon its own reputation for reliability. To fail and then to hide behind another agent, selected by

the warehouse for the hauling and distant delivery and unknown to the shipper, is not "good for more business."

Therefore the warehouse must be on its toes. Best safeguard of all is to tie up with only established inter-city truckers of reasonable financial standing. Yet this is not always possible, for the reason that much truck transportation savors of slipperiness. Liability for accidents is so great that most of the truckers have employed lawyers to create a corporate set-up such that actual liability is tiny. Cor-

porations within corporations, liens on the trucks for unpaid instalments, the interstate nature of their business, and "fine print" in their contracts, make it exceedingly difficult to collect at law.

Character of the "owners" is the best guarantee; operating their business at a profit is the next. So long as the trucker is earning something net over his expenses he is apt to pay promptly any collection made by his men. When the trucker begins to lose money, look out!

## 2. Those Tiny Deliveries

THE second procedure open to the warehouse threatened by inter-city trucking lies in going after those distributors who demand tiny deliveries.

Few merchandise warehouses are so fortunate, in 1933, as to think of carload units for outgoing lots. The single carton is today's unit; and, even for our finest warehouses in the big city, the broken carton has become an accepted feature of the day's work. No one utters a curse when a depositor orders out of store so tiny a quantity as "6 work shirts" or "6/12 dozen bottles of Coty" or "1 pair of shoes" (of specified size and pattern) or a single "title" of a medical book.

A publisher will consign to the warehouse huge cases of books, of which medical and law books are a common example. The stock may comprise 200, or 500, "titles" with a dozen copies of each. The individual volumes are wrapped and labeled, but, when withdrawals are made, the "lot" may be as small as a single volume.

A manufacturer of sporting goods withdraws a single shotgun or a single archery target. One manufacturer of cigars, well known as a warehouse patron, reports to me that during January of this year more than twenty of his warehouse requisitions were for as little as one box of 100 cigars. A tire maker, well known for widespread use of public warehouses, during the same month on eight occasions issued an order for a single inner tube from a single warehouse in up-State New York. A carload of soap, entering a warehouse in the great city of New York, contained 2,800 cartons but required 1,100 deliveries.

Truly deliveries out of store are "tiny."

Even the warehousemen would scarcely believe how small are the quantities they now deliver—unless, for curiosity's sake, an old record of 1920 is dragged out and examined. The lots have come down and down, carloads to truckloads, 100-case lots to 10, and, of course, to "singles."

The "singles" are giving way to "brokens."

As one looks into the immediate future of the industry there is no escape from the conclusion that this custom is to grow. Everywhere around us, in marketing goods, the transactions are getting smaller and smaller. The small lot will stay with us. It has been on-coming for nearly fifteen years, getting always tinier and tinier; and nothing in the business horizon sign-posts a change in direction.

Manufacturers and outlets, alike, will handle smaller quantities. But, as the lot gets smaller, the need will get greater for speed in the delivery. The rail carriers cannot repeat their performance of reducing time in transit. It is impossible. Neither can the inter-city truck spare time to drop off a single carton, especially when it passes the retailer's store in the middle of the night.

No. The tiny delivery is possible only for someone close to the retailer, who can be reached by telephone but without a long-distance toll. A 35c. toll is greater than the margin of profit on the delivery!

The custom of many spot stocks, widely scattered in small centers, looms ahead as the only solution of the tiny delivery.

Indeed, with diminished stocks of goods pretty certainly ahead, these tiny lots may prove salvation to some warehouses. It is the experience of those already handling broken lots that the business is profitable, provided care be exercised in figuring the quotation. The sum involved in a single transaction may not be large; but if it multiplies enough times in a day, the resultant total is like that of Woolworth—big and satisfying.

Such business ought to be attractive to some warehousemen. Not all, of course, are equipped to handle it. They would not care for it.

A house must prepare itself for the broken package, with all the details brought about by the risk of theft. It must also build up a proper delivery system, equipped for small parcels and quick dispatch over the territory. It

must perfect a sure-fire mode of completing telephone requisitions which come from retailers who are poor business men and illy fitted to think for themselves. It must, furthermore, "fool-proof" the system of handling requisitions from retailers so that the warehouse is not victimized.

For, as with small-lot buying, the tiny lot will increase the number of customers who require watching by the manufacturer. One great advantage, indeed, of the warehouse for these tiny orders ought to be its greater protection, due to the closer touch possible for a warehouseman who delivers to the back door than for the salesman who enters and leaves by the front.

Here is a type of volume available for merchandise warehouses in cities large and small in about equal measure.

The manufacturer who adopts warehousing facilities in order to manage tiny deliveries can cover a zone of thirty to fifty miles stretching out from the marketing center. His system falls flat, however, beyond that radius, because it is impossible to make deliveries fast enough and frequently enough to supply the retailer "while the customer waits," or in time for delivery to the customer "next morning."

But, in the near future, as tiny deliveries become the rule in the manufacturer-retailer procedure, it will be necessary for the manufacturer to cultivate those markets centering about our 278 "secondary centers of distribution."

This means that a warehouse stock in the twelve leading cities will not be sufficient to blanket the country but that similar stocks will be required in smaller cities.

Any warehouseman, therefore, in a smaller city, who wishes to share this type of new business, should prepare his organization to handle these deliveries.

Should any reader desire further suggestions about these tiny deliveries from the warehouse he will find them on pp. 25-27 of *Distribution and Warehousing* for May, 1933.

## 3. Consigned Stocks

A THIRD opportunity to get business which the trucker cannot touch is offered by the growing habit of manu-

facturers to consign goods to merchants instead of selling them outright.

Consigned stocks grew rapidly during

1932. The growth has continued into 1933.

Manufacturers have found it impos-



sible to sell goods to the retailer, because his own sales have been slow. His credit, too, has been severely hit and he buys in small lots. His stock is therefore a lean one—for sizes, for colors, for replacements. Yet the manufacturer wishes a customer to find what he comes to buy; and, in the hope of augmenting their own sales, the manufacturing companies let their goods go out on consignment. The dealer "pays for the goods if he sells them; if not, he returns them to the maker."

Consigned stocks are thick with pitfalls. The risk is great.

But manufacturers of experience cleverly sidestep some of these pitfalls. They eliminate much of the risk and they cut down the capital investment required to finance a thousand far-flung inventories.

What they do and how they do it is no deep secret, although the novice and new-comer into consignment selling usually misses the point.

These experienced concerns use the public warehouse as an intermediate agency between themselves and the dealer.

The warehouse, as a distinterested third party, easily and simply solves four difficulties of the consignment:

- A. The warehouse cuts out legal entanglements.
- B. The warehouse simplifies the accounting problem.
- C. The warehouse insures the honesty of the dealer.
- D. The warehouse cuts the financial burden to a fraction of that required by direct consignment of stock.

Going a bit into detail for each of these four services, let us see how the public warehouseman does for the manufacturer what he can hardly do for himself—does it better and does it cheaper.

A. The warehouse cuts out legal entanglements.

Reduced to its simplest terms, when using a public warehouse the manufacturer establishes a spot stock close to the dealer for the purpose of delivering goods as required for ultimate consumers. Rather than to stock a dozen of a washing machine with the dealer, the manufacturer in this case puts one model on the dealer's floor for display and demonstration and then holds eleven in a local warehouse. The single unit in the dealer's store may either be paid for by him or it may be on consignment. If the latter is the method, the manufacturer's risk is one-twelfth what it would have been for a dozen units.

One maker of toilet goods finds that on the average a drug store requires only \$7.20 worth of stock. The minimum stock is even less than that sum, being only \$4.40 for this maker's goods; the maximum is less than \$25. But, before experimenting with warehouses to support the dealer's stocks, this same manufacturer faced a minimum of \$21.60 for even a small store and a maximum stock of more than \$150 for a large one.

With a low average for a dealer's stock, the manufacturer's risk is small.

If the dealer goes bankrupt, the possible loss is limited to \$4.40 or \$7.20 (in the illustration we have chosen to use). Even if the whole of this sum should ultimately be lost, the charge-off is only one-fifth or one-third what it would have been under the older minimum of \$21.60. The actual average of 817 stocks in the city of St. Louis is one-eighth of what it was under the former plan.

To the manufacturer the risk is nil.

So long as the goods repose in the public warehouse, title remains absolutely in the manufacturer—without contract either to be made or to be recorded with the Court—because the title never passes from control of the manufacturer directly or indirectly. The goods stand in the warehouse in the manufacturer's name, subject solely to his order and control.

Common sense supports such a plan. Business caution reinforces all the arguments for it.

B. The warehouse simplifies the accounting problem.

"Our accounting department is wild all the time," said one manufacturer to me when speaking of his consignment experiences.

"You know accountants—how they want everything down in neat columns, how they expect everyone else to have nothing to do but send in written reports, how they tear their hair over any report that does not show up in the first mail Monday morning. But no amount of work on our part will bring reports promptly from our twenty-one thousand consigned accounts. Not one-tenth of the inventory forms arrive within a week of the specified date."

Yet another reason, and more powerful, delays the reports.

It is to the dealer's profit to be a laggard.

So long as the goods remain on his shelf and not sold he owes the manufacturer nothing. Even more: so long as he makes no report he is not expected to pay for the goods. The day he reports a sale he must remit the money; or, where invoicing prevails, he knows that shortly the mail will bring a bill which he must pay.

The dealer rests, in this manner, under a constant temptation to postpone his report. Every day he manages to delay, he gains one day's use of the money. If he is supposed to render weekly reports, each time he manages to "get by" for a week he has a week's use of the money; if a month is the interval, he is even more to the good. Many a dealer who is thoroughly honest falls into the easy habit of delaying his reports of sales for this reason. He makes correct reports, when he makes them at all, but he does not hesitate to gain a reputation as "careless," or as being a "rotten book-keeper" for the sake of doing business on the manufacturer's capital. The delayed report effectually accomplishes this purpose.

This difficulty—this utter impossibility of getting from the dealer prompt and accurate reports—is the bane of consignment selling. It is a problem well nigh hopeless. For, after all is said, the more

the dealer delays his report the better off he is! To report promptly all sales means that he must also remit promptly; to delay and postpone means that he has more time to pay, with the result that he has more use of the manufacturer's money. The temptation is easy to understand. To yield to its lure is perfectly human.

How completely the warehoused stock meets this situation!

Automatically, in such a case, the manufacturer gets his report.

The report comes, too, from a third party—one wholly without financial concern in the goods and therefore entirely without an interest in delaying the report or in falsifying its items. The warehouseman makes the report to the manufacturer, giving all details of what has been withdrawn from the spot stock.

The dealer desires to delay the report; the warehouseman has a vital concern in dispatching it by first mail.

The warehouseman's viewpoint is, also, that of the manufacturer; the dealer's attitude, needless to relate, runs directly contrary to the best interests of the manufacturer.

And, after struggling with the accounting troubles of a thousand stocks consigned to dealers, a manufacturer smiles at the regularity and completeness of stock reports as they arrive in the warehouseman's envelope. The record has been kept by clerks who do nothing else from one end of the week to the other. Their records are, therefore, complete and accurate.

C. The warehouse insures the honesty of the dealer.

That sentence hints at another grave weakness of the consigned stock.

Consignment encourages dishonesty among dealers.

The delayed report is a mild wavering from the path of strict rectitude. It is not, however, outwardly dishonest.

Exaggerated damage to the goods, imaginary reports of deterioration, padding the expense-bill for cartage and other incidentals, and deliberate misstatement of balance of stock on hand, smack more directly of questionable practices.

The consignment contract, when stripped of its legally worded verbiage, means simply that the manufacturer ships his goods to the dealer "to be charged to you if you can sell them; to be returned, if you can't." Any trick or device by which the dealer can postpone the report, or get more stock without paying for former consignments, is a standing temptation. Every unit reported as damaged brings a replacement for the stock, without increasing the dealer's liability for an invoice.

Where, however, a warehouse stock is used and the dealer held down to about enough for display and sales over a brief period of time, there can be little dishonesty on the part of a dealer. When he has sold his quota for the day or week or month, he must withdraw goods from the public warehouse. Automatically, then, the report and record go to the manufacturer.

All these troubles—dishonesty deliberate and dishonesty scarcely bad enough to deserve that name—are healed by using the public warehouse and sidestepping the open consignment to dealers.

*D. The warehouse cuts the financial burden to a fraction of that required by direct consignment of stock.*

It hardly requires argument to show that a central stock, held for the replenishment of all dealers at a marketing center, will demand less total inventory than to stock each dealer in that market with a reasonable supply.

When a manufacturer launches his business upon the sea of consignments, one of his first tasks is to determine what size stock constitutes a "dealer's normal supply." If the product is relatively costly, the unit of time between shipments is apt to be a month; even three months,

for some commodities. If the product is less expensive, the period is usually taken as one week or two, although two makers of toilet preparations report to me that they take ten days as the best interval.

A maker of toilet supplies, after trying his own control of consigned stocks and then controlling through warehouses, found in the single city of St. Louis that the warehouse is best. He has told us:

"The big thing we have learned is that we can cut out total inventory 70 to 80 per cent. One-fifth the stock, properly spotted around St. Louis where the dealers can get delivery on a telephone call, will saturate that market for our goods. The total of our 817 dealers' consignments, plus the warehoused stocks, is something like 20 or 25 per cent of what we had in that market a year ago.

"We have rescued our company from an overwhelming inventory by revising the plan of our consignment selling."

If you wish to read this manufacturer's experience in detail, with figures and illuminating data, turn to the issue of *Distribution and Warehousing* for December, 1932, pp. 11-16. There you will find also some further reasons why the warehouse solves the problems of consignment selling.

For any manufacturer who lets out his goods on consignment, the inter-city trucker is lost. He cannot possibly render any of the specialized services required. He is "not in the picture" when measured by these requirements. He fails utterly. But your warehouse—in large city or small one—holds the whip. You can serve the client perfectly.

## 4. Helping Retailers in Trouble

**A** FOURTH way to circumvent the inter-city truckers lies in your own city, as was outlined on pp. 29-31 of *Distribution and Warehousing* for June, 1933.

New business for your warehouse may be found among retailers—in your city—who are forced to quit business.

Before April of the current year a retailer who failed to make good "went bankrupt." What assets he had were sold under the hammer, his creditors received a trifling number of pennies per dollar, and that was the end. But, as one step in national recovery movement, Congress has modified our bankruptcy laws. Since that month a retailer who fails may be led to bring his grief to the warehouseman, store his possessions in the warehouse for six or eight months, and, before another year rolls around, go into business again. The warehouse may be made one step to lift the retailer into self-respect again.

Congress recognizes that the most liquid of a failed concern's assets are swallowed up in legal costs and attorneys' fees and the fat fryings of those who swoop down on the unfortunate. For this reason the national bankruptcy laws have been modified. Today a business concern may "reorganize" and "make stand-off agreements with creditors" without incurring the stigma—and the frightful costs—of formal "bankruptcy."

The President coined the word "conservator" for the banks. That same term is now applied to any business in trouble. This "conservator" is permitted to step in before the debtor becomes technically a "bankrupt." He stays off these pressing creditors who clamor for cash and who rush into Court to seize the assets. The "conservator" is allowed to work out, if he can, a friendly reorganization without all the wire-pulling of the clan of lawyers who want the receiver's job. He can also avoid that long drawn-out process of law in a bankruptcy and that "series of asset-milking" procedures which waste the best of the assets.

Under the old bankruptcy law, it was necessary at once to sell everything. All assets had to be converted into cash in order to be distributed among the creditors. That was the law until 1933. Under the modified statute, however, it is left to the discrimination of the "conservator" whether to "sell" or to "save" these same assets.

Bankruptcy proceeds on the theory that the debtor is done and out.

The new law views business troubles as temporary, with the hope that, under improved conditions, the business may survive.

Slower-moving goods, under bankruptcy, would be sacrificed, and, at the end, the unsold portion would be auctioned off for about one cent on the dollar of sound value, just because the expense of keeping the store open and hiring a few clerks would exceed the total realization from the goods.

Under the new Act, however, the "conservator" stops selling off the merchandise when the "sale" grows stale.

He then closes the store. Rent ceases and wages come to an end.

He has now on hand some goods, all the fixtures and equipment and a thousand odds and ends which would bring almost nothing at forced sale but which all the same have considerable value if the business is to go on at some future time. Bearing in mind that the purpose of the new law is to let the business resume operations, we can see why the "conservator" has need of a place to store.

These "conservators" find that the business can make no money for a time to come. All retailing this year faces a hard path. The one in hand might do wisely to shut up altogether for six months or a year, saving all expense for that period; and then, when conditions improve for retailing, the old owner may reopen a store with some hope of success. On this theory many of these reorganizations for retailers are proceeding.

Search thereupon is made for a place, within the same city, to house the stock of goods, the fixtures and equipment, together with the business records and

store supplies. At a sale these assets would bring little. But eight months hence, they would be worth every cent they originally cost. They would be, moreover, ready-made for the business to take on. Therefore the "conservator" will "save" them and not "sell" them.

The "conservator" needs storage. He requires, too, safe storage, because he stands between the creditors and the debtors. The "conservator" remains liable for the goods. He must have insurance at reasonable rates. The goods and equipment must, all the time, be accessible for tally or challenge, and, sometimes, for exhibition and examination (if a prospective sale looms up).

About what the "conservators" will do for retailers will be to close them up for six months or more until general conditions justify the attempt to make money retailing. Rent will be saved, and wages and all items of general business expense. But much like an animal going into hibernation while the deep snows hide its natural food the concern takes a long sleep. At the end, when conditions are better, the business may be thin and gaunt with hunger but it will be better off than if it had fought six months against impossible conditions, with no hope of bettering itself and the certainty of getting deeper into debt.

Such is the plan of "conserving" a retailing business.

And, for those warehouses which are on the lookout for new business in storage of goods, there is an opportunity in this new law.

The opportunity lies in your own town. It is, too, quite as available in the small city as in the metropolis.

Neither the retailer nor the "conservator" is apt to think of a warehouse for storing the goods. Their thoughts will be upon some vacant storeroom on a back street or upstairs in a garage.

It is, therefore, an opportunity for the warehouseman to get across to them the story of what his house has to offer. If necessary to bring pressure (in order to

(Concluded on page 54)

# Let's Take the Family Album Out of Storage!

Success Stories

No. 112

John O'Connor

By Elizabeth Forman

In oval, John O'Connor, proprietor of the Orange Storage Warehouse, East Orange, N. J., and of the Security Storage Warehouses, Harrison, N. J.



In Harrison



In East Orange



THE green turf of a New Jersey race track was bathed in warm spring sunshine. Men and women in the garb of the gay Nineties greeted friends and acquaintances or moved leisurely toward their places in the grand stand. Already some of the jockeys were bringing in their horses, trim and sleek, to parade before the admiring crowd.

From the direction of Harrison a van drew up behind the stables and a sulky was unloaded. Then a huge white brute was hitched between the shafts. Already the audience was beginning to speculate.

"Who is entering the jackass?" asked someone.

"That's not a jackass. It's a mule—a freak white mule that John O'Connor, the Harrison warehouseman, picked up somewhere out West. He calls it Bill Bailey and they say it's the fastest thing on four feet."

"John O'Connor knows horses—he can spot a good piece of horse flesh a mile away—but mules are something else again."

Bill Bailey, meantime, was trotting onto the track. The crowd was laughing and everywhere one heard the word "jackass" repeated between giggles. The band, derisively, struck up a popular ditty of the day—"Bill Bailey, Won't You Please Come Home?"

The race was on. A fervent little Irish jockey was driving like mad. The long fleet legs of a powerful white creature hitched to a sulky stirred a blanket of dust that led the racers like the proverbial "cloud by night." Midst cheers, laughter and the blare of the band, Bill Bailey

came home indeed—with the bacon. He had won first prize—twenty-five bags of oats.

The triumph of the white mule brought about a search unique in the annals of horse trading. Bill Bailey was, of course, a freak, but of a strain so pure that Mr. O'Connor believed it could be bred if a mate could be found. A search of the country far and wide proved unavailing, however. Even the dealer who had sold the mule did not know its origin. Mr. O'Connor made trips north, south and west, from Maryland to Montana, but nary another white mule was to be had. In May, 1893, the Newark *Sunday Call* published an editorial about the strange quest. It was captioned "All Matches Are Not Made In Heaven."

Sometimes false hopes were stirred, and many a hurried trip was made by the veteran horse fancier on the strength of a story that So and So in Such and Such a place had a white mule for sale.

One of the most exciting of these stories had its origin right near home, out on Valley Road. A man who had read of Mr. O'Connor's search telephoned one day that he had found a mate for Bill. Bill's owner drove up to see but by the time he arrived the mule and its driver had disappeared. For ten frantic hours Mr. O'Connor and his new found friend searched and it was only after the latter had promised to keep an eye on the mule next time it drove by that they separated.

A few days later came another call. Mr. O'Connor dashed back to the address given and spent another after-

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# BEER . . . Its Storage and

## How Denver Company Earns Profits Handling Three-Point-Two Accounts

By LUCIUS S. FLINT

**W**HAT are the possibilities for the warehouseman in handling beer accounts?

Is the profit large enough to justify the type of service required?

What methods should be used in contacting brewers?

What methods of charging for service are the most satisfactory?

What do the brewers demand in the way of service?

What equipment is necessary for handling beer?

What is the average radius of delivery and what are the most satisfactory methods of handling routes?

What temperature does the beverage have to be held at?

What provisions must be made for the disposition of used kegs and cases?

With beer sales running into millions, numerous warehousemen all over the country who did not "get in" during the first rush have been pondering the foregoing questions.

Although the revived industry is still in its infancy, there are certain general considerations which will continue to apply.

The experience of the Bankers Warehouse Company, Denver, in handling this trade, may provide some helpful pointers.

**T**HE Colorado firm is now handling six national beer accounts. The original business was extremely profitable, amounting to about \$300 a month on each account, or approximately \$1,800 a month in all.

This cannot hold up indefinitely—in fact it is already beginning to taper off a little—but, according to J. J. Donnegan, vice-president and manager, the company will be able to depend on between \$100 and \$150 regular average from each account.

"Our plan is to be a little more selective in the future as the demand comes down to normal," to quote Mr. Donnegan. "We will gradually weed out the weaker accounts and substitute strong ones for them; or possibly cut down the number a little. I doubt if the latter will be necessary, as we have several direct brewery connections practically lined up. In any case, I believe we will be able to average from \$700 to \$1,000 a month on beer.

"As far as establishing contacts is concerned, we have found that at the present time practically the only way to get results is through a local distributor. Before April 7, we wrote letters to every brewery in the United States that was listed as planning to operate. Out of the entire lot, we did not get a single immediate connection, the reason being that every plant had such an enormous potential demand in his own territory that he was little interested in outside distribution.

"However, we did get several accounts by recommending reliable local men to the breweries for distributorships, and then dealing with the distributors.

"Demand is still so heavy that much

the same situation prevails at the present moment. Several breweries indicated that they would be interested in having us submit a proposition again about six months after beer was legalized, and so we are going to continue working through the local men until that time.

"As far as Denver is concerned, the amount of keg beer coming in has been so small on a majority of brands that we have confined ourselves to bottled goods exclusively.

"We are also handling a number of wine accounts, and have found them very profitable; practically the same methods apply in handling wine as in handling beer. We did make one important discovery through an old time brewer. In order to keep wine from souring, the cases must be stored on their sides. We had several cases of wine sour before we learned this."

All of the accounts secured came through personal contacts with the local distributors. It was necessary merely to describe the type of service to be given and outline methods of charging.

According to Mr. Donnegan one of the most important things in handling beer and wine, where a warehouse has several accounts, is to offer each distributor individual service. Under the plan of the Bankers warehouse, no delivery truck carries more than one brand of beer at a time. And on every truck is mounted a four-by-ten-foot panel sign advertising the brand carried. Only local deliveries are handled.

"This way," Mr. Donnegan pointed out, "the distributor gets the same advertising benefit as if he had his own fleet of trucks—and obviously, the cost to him is a great deal smaller.

"Another very important point in our delivery service is the offer of sales representation in a limited degree. Although most of the selling is done by sales representatives from the distributing companies, our men are instructed to take orders and to suggest at every opportunity. One driver sold twenty-five cases extra of a single brand in one day recently. This service is particularly valuable to the beer people where they are so busy that the salesmen are often unable to cover their complete territories every day.

"We offer daily delivery service to every part of the city. All orders coming in in the evening are gotten out by noon of the following day. This gives the retailers a chance to get their beer cooled in plenty of time for afternoon and evening trade.

"Then, too, we try to have the same drivers remain on the same routes regularly in order that they may become well acquainted and build up a following. To insure speed of delivery, we have two men on each truck. Each man is able to carry at least two cases of beer at a time from the truck to the store, so that it doesn't take much time to complete a delivery. No extra equipment is necessary either for loading or unloading.

"Another provision for speed of delivery is the use of light trucks. We are using one-and-one-half-ton units almost exclusively. Beer is a light commodity, and so service can be speeded up and hauling costs kept down at the same time in this way. A good ton-and-a-half unit can carry 200 cases of beer without causing the least trouble.

"We found that the best method of charging for delivery service was to set

# Distribution

# BEER

## Warehouses Storing Beer May Be Called On to Handle German Krupp Type of Container

ARRANGEMENTS have been completed with the Krupp Works of Essen, Germany for the quantity production and sale of metal beer barrels in the United States. This agreement involves a contract between the Ingersoll Steel & Disc Co., a division of the Borg-Warner Corp., Chicago, and the Ludlum Steel Co., Watervliet, N. Y., whereby Ludlum Steel will supply the Ingersoll organization with stainless steel required in the construction of the inner shell of the stainless Krupp barrels.

The Krupp type of double-walled insulated barrel has been developed and sold by the Krupp Works to the beer trade in Germany for several years. It is expected that this type of barrel, and particularly the stainless steel lined barrel, will in time displace to a large extent the old fashioned wooden barrel heretofore used almost entirely in this country for the transportation of draft beer.

During the fourteen years of prohibition in the United States the Krupp works have been proceeding with their research and development work to produce a design of metal barrel that has had a most wide acceptance among continental brewers. It is this design that the Ingersoll-Ludlum agreement has secured, which virtually gives these organizations the benefit of Krupp's years of experience. The agreement with Krupp licenses the Ingersoll company to be the sole producer of the Krupp barrel in the United States, and United States patents have already been issued for their protection.

The inner shell of the Krupp-Ingersoll

beer container may be of Bonderized steel or stainless steel. The Bonderized steel is a special rust resistant treatment applied to deep drawing steel which enables the sprayed pitch to adhere much better than if the interior were of bare metal. This, it is claimed, tends to make the pitching last longer and thus reduces the cost of reconditioning the barrels.

The stainless steel, furnished to the Ingersoll company by the Ludlum company for use as the inner shell, makes

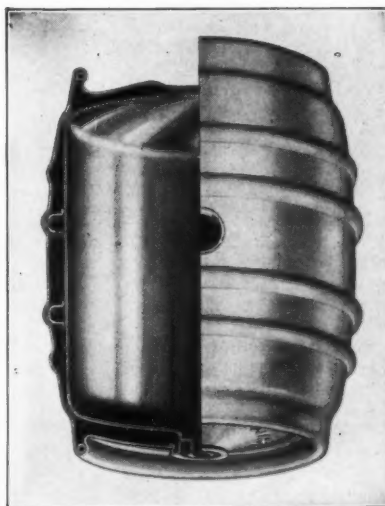
available to the United States the beer barrel that has had most wide acceptance in Europe, according to the statements of the Krupp officials.

The stainless steel lined barrel requires no pitching at all, and no burning out, and the inner surface is most sanitary, offering the accepted corrosion resistance of stainless steel which is completely inert to beer, so that neither the odor, taste, color nor foam of the beer can be affected. The elimination of the pitching and burning-out processes offer economies that will soon repay the greater cost of the stainless lined barrel.

The Krupp-Ingersoll design of the outer shell completely supports the inner shell. By this supported construction of the inner shell and the scientific design of the outer shell the firmly-anchored inner shell cannot develop leaks which lost the beer, the tax, transportation charges and the good will of the brewer.

There is generous insulation in the Krupp-Ingersoll type of barrel furnished by the dead air space between the inner and outer shells, plus the insulating material used at the points of contact between the two shells. Tests have shown the insulation of the Krupp-Ingersoll barrel to equal that of the old fashioned wooden containers.

In receiving the license to manufacture the Krupp type of barrels in this country the Ingersoll organization feels that they have secured the one design which, when made of stainless steel, brings to the brewer of this country the type of container most economical for the future transportation of draft beer.



Cutaway view of the Krupp barrel.  
Inner shell does not touch outer one  
yet is completely supported

a minimum fee per stop, with a flat charge per case over that minimum. This way, we are assured of a reasonable profit on every trip and yet the customer gets the benefit of lower cost on large lot hauls.

"We charge a minimum of 35 cents per stop up to three cases, and 50 cents for any order between three and ten cases. Above that mark, the charge is 4 cents per case flat. Storage costs the customer 2½ cents per case a month, and no time concessions are made. The charge is the same whether the beer is in storage only one day or a whole month. We also get a handling charge of \$1 per ton, which includes unloading and storing and loading back onto the platform. We are paid by the distributor on a regular account basis.

"There is one thing about this business which makes it particularly profitable.

The companies have been turning over their stock so quickly that collections are no problem.

"The investment required by a warehouse for handling either beer or wine amounts to practically nothing. We are using our regular trucks equipped with stake bodies; practically the only extra cost here was a nominal sum for the signs. The bottled goods are so well packed that breakage losses are negligible—I think we have broken only two cases in the three months we have handled beer.

### 60 Degree Temperature

"No investment at all is required for storing bottled goods. Refrigeration is wholly unnecessary. We have practically our whole basement in beer and wine storage and have never yet had any trouble. The temperature there is about

60 degrees the year around, and that is low enough to keep both beverages in good condition indefinitely.

"The handling of used cases is no problem with us. Our delivery charge covers picking up the cases. They are brought back to the warehouse and usually sold on the local market. In a few cases, distributors have desired to consolidate for car shipment back to the brewery, but this has been rare. I don't believe there will be much of a problem on handling cases now, as nearly all breweries are going into cardboard cases."

The Kennicott-Patterson Warehouse Corporation, also in Denver, provides one other valuable pointer on storing bottled beer.

This firm has discovered that the beverage keeps in much better condition when the cases are stored upside down.

This way, the carbonation is retained no matter how long the beer is in storage.

### Competition Is Keen

It seems to be the consensus among Denver warehousemen that there will be virtually no demand for refrigerated keg storage in Denver. This is due to the fact that there are already ten local breweries in full operation, with two more expecting to get under way in the near future, and at least two others located within 200 miles which are sending large draught beer shipments into Denver daily. The national companies are finding it difficult to compete with these local concerns, which can offer a comparable product which is already cooled and can be delivered on short notice.

The Weicker Transfer & Storage Company, Denver, has discovered that its customers find it cheaper and more practical to distribute the keg product direct from the refrigerated cars in which it arrives. This situation is made more pronounced by the fact that Denver is only the third morning out of most of the large brewing centers. Turnover is great enough so that the demurrage cost is much less than storage and handling. The Weicker firm is renting storage space on bottled goods and making out-of-town deliveries up to 400 miles on lots of 100 cases or over.

"We have been following the situation very closely and would have gone into refrigerated storage long ago if we had seen the need for it, but I don't believe it exists in this region," said Harlan Bartle, of the Merchants Transfer Co. "The market is so well saturated with local beer that eastern brewers will very likely have little need for keg storage."

### Fitz's Beer Profits Are In Deliveries; Contacts Are Through Distributors

WITH the turnover so great at the present time that there is very little actual storage, the Fitz Warehouse & Distributing Co., Boston, is doing a big and profitable business in delivering beer.

The Fitz organization approached the breweries by letter and personal calls. There was, however, no reaction from the brewers, who placed their problem in the hands of distributors. Alfred N. Greenquist, general manager, says that the Fitz company has had as many as sixty inquiries from distributors, but none came from breweries.

The firm is handling beer in cases only in the summer time, but in the fall and winter will store barreled beer. It is handling beer for ten distributors.

### Direct from Freight Car

Various problems have arisen in connection with the delivery of the cases but they have been successfully met by the management. There is considerable detail and work in delivering. Distribution is made direct from the freight cars on bulk tracks to the trucks, and the ware-

house does not see it at all. All shipments are made on a strictly cash basis, which means C. O. D. payments. The truck driver must wait at the offices of the distributors for the cash or check.

The demand for service is severe. As soon as the beer arrives in the cars, instant delivery is required by the distributor. Deliveries range from 5 to 25 cases at a time. The drivers pick up all the empties as soon as they are ready, bring them to the warehouse, and reload them into cars. The cars accommodate about 800 empties.

Accounts are contracted for on a monthly basis. The charge for storage is 2 cents per case per month; and for handling, 3 cents per case. For the empties the cost is 2 cents a case for handling. The charge for storage for empties is \$12 per month for space for a carload.

Trucking charges vary. A collection charge of 25 cents per shipment is made. The trucking company is W. F. Cobb & Sons, a separate concern from the warehouse company, although E. W. Cobb, treasurer of W. F. Cobb & Sons, is also treasurer of the Fitz organization.

There is no necessity for converting the trucks. The warehouse serves a radius of territory within twenty-five miles of Boston, supplying some thirty cities and towns.

### Quincy Market Storing Beer

The Quincy Market Cold Storage & Warehouse Co., Boston, has the accounts of several firms storing beer in a warehouse at Constitution Wharf. A large number of dealers had previously approached the management in regard to leasing space, but in most cases they were thought to be fly-by-night concerns which would like to develop some business but showed very little prospect of doing so.

One of the companies to which the Quincy Market company has leased space handles foreign beer and stores the beverage in bond. The commodity is stored in the name of the agent, as far as the Quincy Market company is concerned, and the duty is not paid until the beer is taken out of bond. This account, like all the others, is handled with monthly payments.

No special machinery or equipment is required. Metropolitan Boston, comprising about thirty cities and towns, is served. Dealers take their containers and handle their empties.

Barreled beer, for which a temperature of from 40 to 45 degrees is required, is handled in cold storage.

### Square Deal Has Accounts

The Square Deal Transfer & Storage, Havre, Mont., is handling keg beer and bottled case beer in cold storage. Accounts run on the thirty-day basis with drafts drawn on the breweries or wholesalers. Distribution charges have been fixed at 25 cents for the first hundred pounds and 7½ cents thereafter.

### How Beer-License Law in Michigan Affects State's Warehousing Operations

WITH the advent of Michigan's new beer law the warehousemen in that State are, as indicated in the August *Distribution and Warehousing*, confronted with many new problems relative to storing, handling and transferring the now-legal brew.

Governed almost entirely by provisions of the statute, warehouse operators enjoy only scant liberty in determining methods, policies and rates.

The Liquor Control Commission, ruling body of alcoholic beverage traffic in relation to beer and wine, sets up certain warehouse requirements which must be adhered to if the warehouseman desires to do business.

While the warehousing policies of the Commission are subject to change at the pleasure of the 17-man governing body, a rather definite plan of operation is in force at the present time.

The body is composed of one commissioner from each of the seventeen Congressional Districts, not more than nine of whom shall belong to the same political party. Commissioners are appointed by the governor for terms of six years. An executive committee of three members carries out the provisions of the Act, with a managing director, designated by the Commission, directly in charge of administering the business of the commission.

The present policy of the Commission regarding warehousing of beer and wine calls for not more than four warehouses in each Congressional District, with the exception of Wayne County, which can have six.

Thus far the Commission has designated warehouses in the State with the exception of the seventh Congressional District and a portion of the Detroit area. Wayne County, embodying the 1st, 13th, 14th, 15th, 16th and 17th Congressional Districts, is entitled to six warehouses.

The selections for the various districts thus far are as follows:

First—People's Terminal Warehouse, Detroit Harbor Terminals, Inc., United States Warehouse Co., and Grand Trunk Railway Terminal & Cold Storage Co., all of Detroit.

Second—Ann Arbor Warehouse Co., Ann Arbor; Southern Warehouse Co., Tecumseh; Herd-Sterling Company, Monroe.

Third—Factories, Inc., Kalamazoo; Battle Creek Storage & Carting Co., Battle Creek.

Fourth—Taylor Products Co., Sturgis; Federal Ice Refrigerating Co., Niles; LaFayette Transfer & Storage Co., St. Joseph.

Fifth—Vyn Company, Inc., Grand Haven; Pere Marquette Cold Storage Co., Grand Rapids; Western Michigan Transfer & Storage Co., Grand Rapids.

Sixth—State Warehouse, Inc., Flint; Michigan Warehouse, Inc., Lansing.

Seventh—None.

Eighth—Saginaw Warehouse Co., Saginaw.



Ninth—Western Michigan Dock & Market Corp., Muskegon; Benjamin Pillar, Ludington; Cherry Packers Co., Traverse City; Tyson Transfer Co., Manistee; Cadillac Warehouse Co., Cadillac.

Tenth—Bay City Storage Co., Bay City; Hugh Green, Mt. Pleasant.

Eleventh—Henderson & Moore, Sault Ste. Marie; Upper Peninsula Warehouse Co., Escanaba; Preston Fether & Sons, Petoskey; Russell A. Townsend, Alpena.

Twelfth—Michela Company, Bessemer; Cochran Company, Iron Mountain; Rome's Van, Freight & Storage Lines, Hancock.

These warehouses have been chosen by the Commission on recommendation of the Commissioners in the respective districts.

In addition to other provisions, the new law specifically states that "no member of the Commission shall be pecuniarily interested, directly or indirectly, in the warehousing of beer or wine."

Probably the one provision of the Act which affects warehousemen more than any other is that which requires the storage of all beer and wine, before sale, in warehouses designated and licensed by the Commission; provides for the inspection of the beer and wine as well as of the warehouses; approves or disapproves beer and wine for sale as well as the warehouses for storage; and provides for the collection of all fees and taxes imposed on the beverages or warehouses and the cost of inspection.

In addition, the Commission reserves the right to inspect the operations and plants of manufacturers and warehousemen and to demand, if it sees fit, such methods of operation and warehousing as will in its judgment assure wholesome products. Agents of the Commission are stationed at the various plants to see these provisions are carried out.

A uniform system of accounting, in the discretion of the Commission, is also established for manufacturers and warehousemen, and the Commission is the sole judge as to which warehouses shall be selected.

Licenses for warehouses are fixed by the Commission and at present the following annual scale prevails: Each warehouse in Wayne County, \$300; each warehouse out-State, \$100. In addition, a fee of 25 cents per barrel is charged for all beer and wine placed in warehouses.

The following scale has been set up for unloading, railroading and stamping at warehouses: 3 cents for 12 pints; 3½ cents for 24 pints; 7 cents for one-quarter barrel; 8 cents for one-half barrel. In addition to these charges, when the beverage is placed in cold storage for thirty-six hours the following charges are made: 4 cents for 12 pints; 4½ cents for 24 pints; 10 cents for a quarter-barrel, 12 cents for one-half barrel. When the beverage is kept in storage for fifteen days, these charges are made: 5 cents for 12 pints; 6 cents for 24 pints; 12 cents for one-eighth barrel; 14 cents for one-quarter barrel; 18 cents for one-half barrel.

A thirty-day schedule has also been set up as follows: 7 cents for 12 pints;

8 cents for 24 pints; 13 cents for one-eighth barrel; 15 cents for one-quarter barrel; 19 cents for one-half barrel. The following schedule pertains to storage alone, excluding unloading, railroading and stamping: 2 cents for 12 pints; 3 cents for 24 pints; 5 cents for one-eighth barrel; 7 cents for one-quarter barrel; 9 cents for one-half barrel.

All of these price schedules are subject to change at the pleasure of the Commission.

While there are considerable statutory limitations attached to the warehousing of the beverage, the field is still fertile enough to make it a profitable business in Michigan and when the provisions of the law are better understood it is expected the enforcement of the various provisions of the Act will be but a matter of form, with manufacturers, warehousemen and dealers fully in sympathy with this new revenue-producer.

### **Providence Firm Stores Beer Under Lower Temperature Now Than Before Prohibition Era**

THE only difference in handling beer accounts before prohibition and now lies in the temperature at which the beer is now kept, according to G. R. Hampson, secretary and treasurer of the Merchants Cold Storage & Warehouse Co., Providence, R. I.

"Where formerly we kept this product at about 35 degrees," according to Mr. Hampson, "we now keep it lower—around 32 degrees which is more pleasing to the brewers. This is in keeping with the trend in refrigeration of all food stuffs—namely, to keep them at lower temperatures, avoiding spoilage and preventing fermentation, depending on the food product."

The Merchants firm has added beer accounts through the fact that brewers knew their service from before-prohibition days. Mr. Hampson states they have no solicitors or outside salesmen seeking these accounts, believing that unnecessary in view of the large beer business handled previously. Mr. Hampson says the company handled as many as 27 or 30 cars of beer in a week formerly, and believes this business would return without solicitation.

Present-day beer business, according to this authority, is a small business. Whether it will expand to anything like pre-prohibition days, Mr. Hampson believes only time will tell.

### **Empire Firm, Kansas City, Plans to Operate Brewery**

Kansas City's former Heim brewery, now the warehouse of the Empire Storage & Ice Co., is to be expanded to embrace a large, modern brewery with a capacity of 300,000 barrels of beer annually, production to start next February.

The brewery will be operated as a new department of the present business of the Empire. Robert W. Gees is president of the company, William F. Helm

is vice-president, and W. R. Wilkerson is secretary-treasurer and active manager. The Empire group includes also Conrad H. Mann, president of the Kansas City Chamber of Commerce, and Frank H. Cromwell, a former mayor.

The financing plan contemplates the addition of \$500,000, with the whole venture, embracing present activities, capitalized at \$1,100,000.

A new brew house with entirely modern equipment will be erected. An inventory of the present plant of the storage company shows that it possesses a power plant, adequate ice plants, its own wells, a reasonable cellar capacity that will be enlarged, and a building suitable for a bottling plant. Present operations will be harmonized with the brewing operations.

### **Smedley Does Hauling for Local Brewery**

The return of beer has brought added revenue to The Smedley Co., New Haven, Conn., storage and transfer concern, through a contract under which the firm renders a complete transportation service to a local brewery, according to E. C. Palmer, Smedley executive.

The warehouse company unloads malt and hops and other ingredients from railroad cars and hauls them to the brewery, and furnishes a minimum of two trucks daily to distribute barreled beer to various retail outlets in New Haven County.

On occasion more than two trucks are in use delivering beer, and the account has proved a profitable one for the Smedley company. No special equipment is required to fulfill the contract, barrel skids and other handling accessories being of the standard type commonly used by truckmen.

In addition to the hauling of ingredients and finished product, some revenue accrues from warehousing of malt syrup, and from pick-up and return of empty beer barrels.

Executives of the brewery are finding it more profitable to have their hauling done on contract, by the week, than to purchase their own rolling equipment and undergo the "headache" of hiring drivers and the hundred-and-one other details connected with the maintenance of a truck fleet, including repairs and service.

### **Kathrens Manages Agency**

J. E. Kathrens, president of the Kathrens Moving & Storage Co., Inc., Kansas City, has taken over the management of the Pabst "Blue Ribbon" beer agency.

### **Mooney Injured**

Edward G. Mooney, president of the Hartford Despatch & Warehouse Co., Hartford, Conn., fell recently in his home and suffered a fracture of three ribs. Mr. Mooney is a director of the National Furniture Warehousemen's Association.

# Another Slight Upturn Reported in Occupancy

May 31 Percentage  
Averaged 60.5

## PUBLIC MERCHANDISE WAREHOUSING

### APRIL-MAY

Statistical data on occupancy and tonnage during the months of April and May as reported to the Bureau of the Census.

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	April	May	April	May	April	May	April	May	April	May
NEW ENGLAND (Total).....	53.8	53.3	11,740	9,166	10.1	7.9	3,097	3,509	2.7	3.0
Vermont, New Hampshire and Connecticut.....	61.2	58.9	361	416	6.7	7.7	414	467	7.6	8.6
Massachusetts.....	49.6	48.9	9,464	6,508	10.8	7.4	763	902	.9	1.0
Rhode Island.....	69.1	60.9	1,915	2,242	8.4	9.8	1,920	2,140	8.4	9.4
MIDDLE ATLANTIC (Total).....	60.6	59.8	90,398	101,149	11.6	12.7	8,149	10,325	1.0	1.3
New York Metropolitan District:										
Total (1).....	62.2	61.5	69,551	74,050	11.7	12.4	2,240	3,146	.4	.5
Brooklyn.....	51.6	51.2	32,910	34,830	10.2	10.8	1,552	2,286	.5	.7
Manhattan.....	60.1	61.7	14,014	18,688	19.3	25.8	215	365	.3	.5
Nearby New Jersey.....	83.1	79.9	22,376	20,331	11.7	10.7	463	485	.2	.3
All other Metropolitan Districts.....	50.9	47.7	251	201	2.1	1.7	10	10	.1	.1
New York except Metropolitan District.....	55.0	54.1	6,744	10,000	9.5	14.0	3,862	4,664	5.4	6.5
New Jersey, except Metropolitan District.....	46.8	47.1	477	835	4.7	8.3	142	18	1.4	.2
Pennsylvania.....	55.6	53.8	13,626	16,264	12.1	14.0	1,905	2,497	1.7	2.2
EAST NORTH CENTRAL (Total).....	59.9	62.3	51,954	67,903	14.8	19.4	11,384	13,841	3.2	4.0
Ohio.....	62.5	63.1	13,015	14,560	13.7	15.4	3,485	3,210	3.7	3.4
Indiana.....	62.4	65.7	5,454	5,737	17.6	18.5	1,461	1,822	4.7	5.9
Illinois, except Chicago.....	63.0	68.4	2,059	2,524	9.9	12.1	1,325	1,456	6.4	7.0
Chicago.....	57.1	62.3	10,928	15,269	18.2	25.5	463	469	.8	.8
Michigan.....	56.6	58.9	16,377	22,850	15.3	21.4	1,867	2,628	1.7	2.5
Wisconsin.....	63.0	62.7	4,118	6,963	11.1	18.8	2,783	4,256	7.5	11.5
WEST NORTH CENTRAL (Total).....	59.2	60.4	24,461	32,133	13.4	17.7	12,604	10,829	6.9	5.9
Minnesota, except Minneapolis and St. Paul.....	53.6	54.4	945	2,649	8.1	22.7	509	636	4.4	5.5
Minneapolis and St. Paul.....	75.7	76.3	4,670	6,329	22.5	30.4	2,394	2,828	11.5	12.2
Iowa.....	48.7	50.3	2,667	3,184	10.9	12.9	1,048	1,204	4.2	4.9
Missouri, except St. Louis.....	62.2	62.4	4,140	4,909	10.0	11.8	1,986	1,484	4.8	3.6
St. Louis.....	60.7	66.4	4,167	7,390	11.4	20.3	614	567	1.7	1.6
North and South Dakota.....	63.4	61.7	1,569	1,896	13.1	15.8	705	712	5.9	5.9
Nebraska.....	55.2	53.2	4,409	4,192	20.6	19.6	3,056	2,464	14.3	11.5
Kansas.....	52.2	51.4	1,864	1,585	13.8	11.7	2,292	1,234	16.9	9.1
SOUTH ATLANTIC (Total).....	62.9	59.3	22,076	18,578	17.2	14.5	6,222	8,544	4.9	6.7
Maryland and Delaware.....	60.7	56.5	12,599	7,811	16.7	10.3	336	850	.4	.8
District of Columbia.....	63.3	66.4	1,867	2,048	19.3	21.2	783	1,102	8.1	11.4
Virginia.....	71.9	73.3	1,357	1,717	20.1	25.4	506	601	7.5	8.9
West Virginia.....	83.9	83.9	1,217	1,069	16.3	14.3	516	777	6.9	10.4
North and South Carolina.....	56.0	55.9	1,661	2,501	13.2	19.8	446	673	3.5	5.3
Georgia and Florida.....	62.8	51.4	3,375	3,432	20.8	21.2	3,635	4,811	22.4	29.7
SOUTH CENTRAL (Total).....	63.8	64.6	33,355	40,618	19.9	24.3	12,896	18,813	7.7	11.2
Kentucky and Tennessee.....	62.4	62.0	12,730	14,025	67.4	63.2	5,875	6,169	26.5	27.8
Alabama and Mississippi.....	57.4	56.2	1,430	1,199	18.2	15.5	887	829	11.3	10.7
Arkansas and Oklahoma.....	63.2	64.9	3,670	5,075	16.3	22.5	3,037	4,090	13.5	18.2
Louisiana.....	58.9	60.5	10,634	14,196	14.6	19.5	693	4,858	1.0	6.7
Texas.....	67.1	67.6	4,891	6,123	11.6	14.6	2,404	2,867	5.7	6.8
MOUNTAIN AND PACIFIC (Total).....	59.3	60.9	18,830	16,783	12.4	11.6	9,286	10,100	6.1	7.0
Idaho and Wyoming.....	69.9	79.9	684	510	18.9	14.1	264	248	7.3	6.8
Montana.....	81.2	80.9	433	321	9.6	7.1	305	295	6.8	6.6
Arizona and New Mexico.....	63.9	65.0	814	850	8.1	6.5	611	1,002	6.1	11.7
Utah.....	91.2	90.2	1,313	1,788	15.9	21.3	235	141	2.9	1.7
Colorado.....	61.8	65.2	2,080	2,410	11.1	12.9	1,541	1,551	8.2	8.3
Washington.....	61.8	60.1	2,841	3,201	14.9	16.8	2,680	2,855	14.1	15.0
Oregon.....	56.4	63.6	470	533	9.2	10.5	509	573	10.0	11.3
California.....	52.8	54.0	10,495	7,491	12.7	9.7	3,141	3,432	3.8	4.5
TOTAL FOR UNITED STATES.....	60.4	60.5	252,814	286,330	13.4	15.2	63,638	75,961	3.4	4.0

(1) Because of the importance of this territory, figures are shown separately from the state total.

The figures for April have been revised; those for May are preliminary.

IS merchandise warehousing beginning to benefit from the switch from Republican to Democratic administrative control at Washington? Latest Department of Commerce figures covering average occupancy for the entire country would seem to indicate that an up-swing is in progress.

February's final-day average occupancy was 60.8 per cent, and the close of March brought a mark of 60.2, the latter being the lowest level recorded since the Government began compiling these statistics in January of 1928.

Betterment began in April. At the end of April the average occupancy percentage had advanced two-tenths of one per cent to a mark of 60.4.

The most recent release, issued on July 31 by the Bureau of the Census, indicates, provisionally, a further increase as of date of May 31. On the final day of May the average was 60.5.

May 31st's provisional 60.5 compares with the percentages on the last day of May of preceding years as follows:

1928 1929 1930 1931 1932 1933  
Last day of May 68.6 71.0 70.3 65.8 63.5 60.5

The tonnage figures in the accompanying April-May table indicate that during May a smaller percentage of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In May, 362,291 tons (this figure being provisional) arrived at 1,052 reporting warehouses; of this, 286,330 tons, or 79.0 per cent, entered storage, the balance being delivered on arrival.

In April the total (final) arriving volume was 316,452 tons, of which 79.9 per cent, or 252,814 tons, entered storage at 1,054 reporting warehouses, the balance being delivered on arrival.

The provisional 79.0 per cent for May compares as follows with the May percentages for the five preceding years:

1928 1929 1930 1931 1932 1933  
May ..... 76.7 77.6 80.3 78.2 79.5 79.0

### Occupancy

THE 3 per cent average decline, for the entire country, on this past May 31, from the level recorded for the previous year's final day of May, was not reflected in Rhode Island, the New Jersey portion of the New York metropolitan district, Wisconsin, Minneapolis and St. Paul, Missouri outside of St. Louis, Virginia, West Virginia, Kentucky-Tennessee, Oklahoma, Idaho-Wyoming, Ari-

zona-New Mexico, Utah, Colorado, and Oregon, in all of which there were gains recorded. The greatest advance was 27.4 per cent, in Utah.

The following table compares the May 31 occupancy percentages for the current year; last year; and 1929, which was the peak year:

	Occupancy End of May		
	1929	1932	1933
Massachusetts-Vermont . . .	52.1	...	...
Vermont-New Hampshire . . .	...	65.0	...
Vt.-N. H.-Connecticut . . .	...	...	58.9
Massachusetts . . .	...	51.6	48.9
Connecticut-Rhode Island . .	65.9	...	...
Connecticut . . .	...	82.2	...
Rhode Island . . .	...	54.0	69.9
New York Met. District . . .	76.4	63.8	61.5
Brooklyn . . .	78.3	59.7	51.2
Manhattan . . .	69.9	62.3	61.7
Nearby N. J. and other . . .	77.7	...	...
Nearby N. J. . .	...	73.7	79.9
All other . . .	...	69.5	47.7
New York State . . .	74.3	...	...
N. Y. State except Met. Dist. .	...	54.4	54.1
New Jersey State . . .	78.1	...	...
N. J. State except Met. Dist. .	...	50.0	47.1
Pennsylvania . . .	71.6	62.3	53.8
Ohio . . .	89.2	67.7	63.1
Indiana . . .	80.3	72.9	65.7
Illinois . . .	78.6	...	...
Illinois except Chicago . . .	...	70.8	68.4
Chicago . . .	79.0	64.6	62.3
Michigan . . .	70.9	62.1	58.9
Wisconsin . . .	88.2	58.7	62.7
Minnesota . . .	71.5	...	...
Minn. except Mpls. & St. P. . .	...	74.8	54.4
Mpls. & St. Paul . . .	71.6	71.7	76.3
Iowa . . .	69.2	52.4	50.3
Missouri . . .	82.0	...	...
Mo. except St. Louis . . .	...	59.8	62.4
St. Louis . . .	82.1	72.2	66.4
North and South Dakota . . .	92.8	...	61.7
North Dakota . . .	...	66.6	...
South Dakota . . .	...	68.7	...
Nebraska . . .	69.7	54.4	53.2
Kansas . . .	80.0	54.8	51.4

	Occupancy End of May		
	1929	1932	1933
Del.-Md.-D. C. . . . .	51.6	...	...
Delaware-Maryland . . . .	...	58.2	56.5
Dist. of Columbia . . . .	...	80.7	66.4
Va. & W. Va. . . . .	70.4	...	...
Virginia . . . . .	...	66.3	73.3
West Virginia . . . . .	...	76.7	83.9
No. & So. Carolina . . . .	68.1	64.3	55.9
Georgia-Florida . . . . .	75.7	70.4	51.4
Kentucky-Tennessee . . . .	77.3	54.3	62.0
Alabama-Mississippi . . . .	75.9	66.7	56.2
Ark.-La.-Okla. . . . .	77.4	...	...
Arkansas . . . . .	...	66.1	...
Louisiana . . . . .	...	65.0	60.5
Arkansas-Oklahoma . . . .	...	63.2	...
Texas . . . . .	44.6	68.5	67.6
Ida.-Wyo.-Mont. . . . .	65.1	...	...
Idaho-Wyoming . . . . .	...	69.6	79.9
Montana . . . . .	...	86.6	80.9
Ariz.-Utah-New-M. . . . .	73.2	...	...
Arizona-New Mexico . . . .	...	59.9	65.0
Utah . . . . .	...	62.8	90.2
Colorado . . . . .	72.6	60.6	65.2
Washington . . . . .	69.4	67.8	60.1
Oregon . . . . .	70.3	57.1	63.6
California . . . . .	77.6	65.0	54.0
Average U. S. . . . .	71.0	63.5	60.5
Warehouses reporting . . . .	1223	1380	1166

Comparing the May 31 occupancy percentages (provisional) on the opposite page with the final ones of April 29, it is disclosed that the advance of one-tenth of one per cent was reflected in Rhode Island, Manhattan, New Jersey outside the New York metropolitan district, Ohio, Indiana, Illinois, Michigan, Minnesota, Iowa, Missouri, District of Columbia, Virginia, Arkansas-Oklahoma, Louisiana, Texas, Idaho-Wyoming, Arizona-New Mexico, Colorado, Oregon, and California, the sharpest advance being 13 per cent, in Idaho-Wyoming. West Virginia was unchanged. Elsewhere there were declines reported.

## Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past May, out of total arriving volume, was smaller than the percentage recorded for May of 1932.

Across six years the May percentages by divisions are as follows:

	Percentage Entering Storage—May					
	1928	1929	1930	1931	1932	1933
New England . . . . .	74.4	86.1	79.8	75.4	81.0	72.3
Mid. Atlantic . . . . .	74.7	83.4	91.3	89.9	90.4	90.7
E. No. Central . . . . .	87.1	86.6	83.1	82.9	83.9	83.1
W. No. Central . . . . .	73.7	72.3	77.7	75.1	78.2	74.8
So. Atlantic . . . . .	79.6	47.6	77.5	73.1	74.6	68.5
E. So. Central . . . . .	75.3	78.9	71.4	56.4	52.3	68.5
W. So. Central . . . . .	74.3	75.7	75.4	70.1	72.2	68.2
Mountain . . . . .	68.5	56.2	56.1	56.8	67.1	63.2
Pacific . . . . .	60.4	72.2	67.1	68.4	62.4	62.1
Entire country . . . . .	76.7	77.6	80.3	78.2	79.5	79.0
Warehouses re- porting . . . . .	1087	1224	1488	1162	1241	1052

Comparing this past May's provisional percentages with the final percentages reported for April, it is disclosed that the decline of nine-tenths of 1 per cent was not reflected in four of the divisions.

By divisions the comparisons follow:

	Percentage Entering Storage		
	April	May	Change
New England . . . . .	79.1	72.3	-6.8
Middle Atlantic . . . . .	91.7	90.7	-1.0
East North Central . . . .	82.0	83.1	1.1
West North Central . . . .	66.0	74.8	8.8
South Atlantic . . . . .	78.0	68.5	-9.5
East South Central . . . .	67.7	68.5	0.8
West South Central . . . .	75.8	68.2	-7.6
Mountain . . . . .	63.0	63.2	0.2
Pacific . . . . .	68.6	62.1	-6.5
Entire country . . . . .	79.9	79.0	-0.9
Warehouses reporting . . . .	1054	1052	...

## Shippers Should Link Local Telephone Directory Advertising With Their National Campaigns

By LeROY D. OWEN

Vice-President Westland Warehouses, Inc., Los Angeles

A NATIONAL manufacturer, if he is to secure the greatest efficiency or effectiveness from his advertising, must carry in every large city an independent warehouse stock which may be drawn from to take care of the demand created for his product in the various cities reached by the national publications in which he advertises.

Such a manufacturer can well afford to carry in the classified directory of the local telephone book the name of his company, or that of his local representative if he has one, using as his address and giving as his telephone number that of the warehouse in which his goods are stored. The cost of such advertising is small compared to the cost of his national advertising. That the manufacturer wants to sell in the district is true by reason of the very fact that he advertises nationally.

He may not care to have a local representative. In that event he can rely on the warehouse for distribution of his product upon order and can still use the warehouse address in the classified directory under his own name. In this way the warehouse can build new business for itself and the manufacturer makes a sale. At very small cost the modern commercial storage warehouse is in a position to co-operate with the manufacturer in the economic distribution of his products.

Points to be considered in selling the manufacturer on the use of the commercial storage warehouse are:

1. Showing him how he can get more and better results from his advertising.

2. Economy of distribution, especially in the western states, as prices are invariably higher west of the Rockies and the manufacturer can send stock to the warehouse in carload lots for storage, to

be drawn from as demand arises, rather than dispatching his goods from eastern markets l. c. l.

Aside from the manufacturer, trade associations present a new source for business.

Trade associations have developed during this period of business depression for the purpose of bringing together, for their mutual benefit, manufacturers of similar products. These trade associations could well look to the best means of distributing their product and to the best means of supplying demands created by national advertising. They could concentrate upon using one warehouse company for each association, perhaps, placing stocks in that warehouse. In any case, these trade associations could at least look into and include in their activities the economical distribution of such

(Concluded on page 59)



# DISTRIBUTION

Its Economic Relation  
to Public Warehousing

## Number 95

### Private Storing—or Public?

*A Method of Comparing the Cost. Far-Reaching Changes in Storing of Spot Stocks Have Been Forced on Manufacturers as New Conditions Confront Their Distribution*

By H. A. HARING

**A** QUESTION as old as public warehousing is this: "Which is the cheaper: private storing or public?"

This problem undoubtedly arose early in the history of public warehousing, when first the business world had a choice between private and public storing. Certainly it bobs up virtually every time a manufacturer considers making a contract for public storing. The question may not be consciously present in the mind of a warehouse solicitor as he seeks new accounts but it is thrust upon him, with demands for an answer, whenever a careful prospect seriously debates whether to transfer his spot stock to a warehouse or retain it under his own roof.

Nor is there a single answer.

Were it possible to reply either a "Yes" or a "No" without an "if" or a "but" or an "and," there would be

no uncertainty. If the public warehouse, in all instances, were cheaper and better, the warehouses would do all the storing and the matter end right at that point; or if the public warehouse were always second best in the comparison, there would be no public warehousing.

Such, however, is by no means the case. For some concerns one course is better and cheaper, while for others it is not.

It is, furthermore, at one time and in one city wise for a particular manufacturer to do one thing and yet wiser to do exactly the opposite at another time and in another city.

"Circumstances alter cases," as the old copybook taught the schoolboy—and we shall now try to look fairly into the face of these circumstances in order to set up a method for comparing private and public storing.

**T**HE yardstick is the cost.

Money in our business life is the measure of efficiency. If we can buy the same item or if we can obtain the same service at a lower cost than formerly, we are increasing the efficiency of the business. We are then moving ahead. And, in a very definite manner, the reduction in cost measures the extent of the improvement.

Ofttimes, of course, a price is paid higher than might be had. Deliberately, in such a case, more is paid than absolutely necessary because other things are at stake than the immediate purchase. The buyer may have some good reason for paying an excess price. He may do it with eyes wide open because of profits expected indirectly from the transaction; he may believe that one supplier will give greater value than the others and that this value is represented by the difference in price; he may have definite reasons for favoring a particular seller; he may be covering up some form of rake-off or secret profit.

In all such cases the higher price may be defended. It may even be true that efficiency is promoted by what appears to be needless expenditure.

#### Next Month:

**MR. HARING'S** October article of this series is titled "Keeping Flexible the Cost of Distribution." For the shipper he points out "some up-to-date devices to make expenses run parallel to volume," based on the cost accountant's slogan "Know where your profits lie: by knowing your costs."

Mr. Haring calls the public warehouse "a sort of Paradox in business" because "it does what appears to be impossible." He explains:

"Even when its charges appear to be high, they may actually be low—lower than it would cost to obtain the same service through any other agency."

But, passing quickly over these unusual instances in which the purchaser knowingly pays more than he need, the efficient business concern pays no more

than it must for anything it buys—supplies or labor, professional services or rent. On the contrary, a management prides itself over being known as a "careful buyer."

Dollars paid out are carefully counted. They are the measuring stick of good management. To spend money needlessly is waste; and waste is inefficiency of the first order.

Nevertheless a span of prosperous years taught us that many of our business concerns wasted vast sums of money. Income was so great, sales volume so wonderful and expense items so thoughtlessly approved for payment by men who were getting rich on the stock market, that wasteful practices crept into routine management. Men grew callous to recurrent items of expense. Any undertaking once approved as a business "policy" was continued from month to month without anyone bothering himself to think over again whether it was justified by its results. Executives thought nothing more was possible than trying to hold down each item to the lowest figure of cost. They did not recognize that the entire expenditure might have been saved.

Today, however, the terrible necessity of cutting everything to the bone has shed a new illumination on business expenses. Undertakings which had been thought to be necessary are now known to be avoidable. Activities have been greatly curtailed. Office work has been simplified so greatly that many clerks are no longer found necessary. Factory routine has benefited by "straight-line" operation to such an extent that unproductive labor is greatly reduced. Everywhere we have cut down to the barest essentials by eliminating the frills. And, in the selling of goods, a whole regiment of fancy nothings has disappeared. They, too, have shown up to be wasteful.

As never before in the lifetime of any one of us we are today applying this measuring stick of cost to everything in our business. Nothing escapes the test. No procedure and no custom is too sacred to be above that searching group of questions which are:

1. Is it necessary?
2. Does it pay?
3. Can we do without it?
4. Can we find another way to do it better? Cheaper?
5. How do our competitors do it?

To each of these questions the answer, sooner or later, will be expressed in dollars—because dollars are the ultimate measure of our business efficiency.

In this country, "dollar" is the one word which every man understands.

Even the foreign-language press of the United States cannot get away from the dollar sign. Indeed it makes no attempt to do so.

For those of our population who insist on reading only their native language, the headlines and the news may be printed in queer looking type faces, the "ads" may be in strange wordings—but, always and everywhere, the price marks are in the familiar American dollars. In Greater New York the peoples of twenty-eight nationalities receive their invoices—it is reported—in foreign languages; but, even for them, invariably the amount due is stated in dollars. The itemized descriptions of goods bought are in their own tongue but the price is in ours.

The "dollar" is understood by all of us. It is the measure of everything in business and it is our yardstick of efficiency. A manufacturer must, therefore, use dollars when he compares private with public storing for his spot stocks. It is the easiest and the simplest index of costs and benefits.

#### Comparing the Cost

WHEN a prospective patron of the warehouse tries to compare costs he discovers at once a difficulty which often is baffling.

The warehouseman lays down a quotation sheet which states in pennies per carton (or per hundredweight or other unit) what it will cost to store the goods for one month; what will be the charge for handling into store and withdrawing; for delivering if required; for the "shipping charge" if any; and for any other item of expense. All of these are quoted

in units of the goods, using for that purpose the accepted unit of manufacturing and marketing the particular commodity. The warehouseman's quotation is worded in the manufacturer's "own language."

So much is plain and pleasingly simple.

When, however, the prospective patron asks his own accounting department to schedule the cost of their own private storing of the same goods in the same city, the poor bookkeepers begin to scowl. Following a huddle about their desks they bring back a report which begins in this fashion:

"It all depends!"

Then, scheduled on a sheet, the accountants show month by month what has been the total cost for the company to maintain its private storage in the city in question. The total cost does not vary greatly, because most of the large items are fairly constant one week after another.

Now comes the snag.

"When we figure the monthly cost back to our goods," these accountants report, "it's all jittery. It all depends. One month our costs make the warehouseman's two-and-a-fourth cent per carton look like highway robbery. The next month our cost, figured down to units, is four times theirs. It all depends—depends, you know, on the volume we sell. Whenever we do a big business in a month and move a lot of goods through the branch, the cost per unit goes down; but of course a month of light sales plays havoc with our costs. The unit cost jumps out of sight. That's where this warehouseman has us. We're lost. He can name the cost per unit in advance and hold to it."

And there you have it. That is the nubbin of comparing private versus public storing of merchandise. A manufacturer with an "average" volume large enough to justify the overhead and continuing expense of private storing at a distant city can probably save himself money by "doing for himself"—provided, and only provided, his sales volume maintains an even keel. It must hang close to the "average" upon which he calculates the expense of operating the storage.

Inasmuch as the private storage cannot possibly compel its running expenses to go up and come down parallel to the flow of goods through the branch, it achieves the "average" cost only when the volume of goods remains unchanged from month to month. Any variation of sales volume ruins completely the "average" cost per unit.

The warehouse, however, is an outside party. It names a definite price, per unit of goods, and obligates itself to carry on for this cost—never more and of course never less. The warehouse takes up the "slack" due to irregular volume of any single patron by balancing it against the excess of another account—a device in management not available to the manufacturer storing for himself and none other.

In order to facilitate comparison of public with private storing we have pre-

pared a schedule, arranged in parallel columns. This is shown in the accompanying Table 1.

In examining Table 1 it is well to remember that the total cost per unit, as quoted by the warehouse, is "predetermined"; while under private storing it is always uncertain and remains unknown for some days after the close of the month. The warehouseman's charge is not only expressed in cents per unit of the goods, in advance of his handling the goods. It is also invariably the same. With private storing, however, the month's bills must be brought together and their total ascertained. Then the number of units for the month must be calculated from the stock reports before it is possible to determine what has been the cost per unit.

The one cost figure is known in advance. The other requires recalculation each month.

#### Flexibility of Public Storing

ANOTHER factor looms up whenever a public storing is compared with private—namely, the element of flexibility.

The nature of ordinary warehousing contracts allows the patron extreme freedom. In a general way, storage is "from month to month." The patron, by withdrawing all his goods from the warehouse, automatically cancels his entire obligation for further costs. Or if it becomes convenient to increase the volume in storage, about all that is required is to notify the warehouseman that the goods are on the way. Indeed they may even be shipped without such notice.

In this respect the public warehouse is much like a hotel.

A manufacturer may ship goods to the warehouse as he wishes. When they arrive the freight bill will be paid and the goods put into store without haggling and without delay. If a quotation has been made, there is not the least uncertainty about the cost. The manufacturer may allow his goods to repose in store for a day or a year, and of course for any period between these extremes. Once a month an invoice will be received for the month's charges, together with a record of balance of stock in store (for comparison with owner's own record).

The owner of these goods may withdraw them in lots of any size and for any manner of disposition. Every facility of the warehouse is completely at the disposal of a patron, exactly as a hotel offers everything the mind can imagine. The patron may use all these privileges, or none—deciding wholly on the basis of his own convenience and his own wishes. For what he does use, he pays; for what he passes up, he is under no obligation and no cost.

When the final lot of goods is withdrawn the whole arrangement terminates, automatically, without fuss or feathers. During all the time the goods have been in store, the charge per unit remains the same. Total costs, therefore, move up and down with volume on hand, much as a hotel invoices the guest for room and meals and other services.

The entire arrangement is flexible in

Table No. 1

A Form of Comparison of the Cost of Public Storing  
and Private

Public Warehouse	Per carton per Cwt. &c.	Private Storage	Total for Month
Storage.....	¢	Rent.....	\$
Handling In and Out.....	¢	Heat.....	\$
"Shipping charges".....	¢	Light.....	\$
		Janitor, wages.....	\$
		supplies.....	\$
		Telephone.....	\$
		Depreciation on fixtures, equipment, etc.....	\$
		Shipping clerks, wages.....	\$
		"    supplies.....	\$
		"    supervision.....	\$
Insurance on stock of goods.....	¢	Insurance, stock of goods.....	\$
		"    fixt. and equipt.....	\$
		"    Clerks' liability.....	\$
		"    Employers' compen- sation, &c.....	\$
In-bound delivery	No charge	Cost of trucking, in.....	\$
Out-bound delivery.....	¢	Cost of trucking, out.....	\$
Losses	Nothing	Losses, breakage.....	\$
(Warehouse is liable for all losses).		"    pilferage.....	\$
		"    errors.....	\$
		"    "shortages".....	\$
		"    inventory.....	\$
Protection of goods	No charge	Watchman, burglary protec- tion, etc.....	\$
		"Gifts" to patrolmen, politi- cians, gangsters, etc.....	\$
		Total cost per month.....	\$
		Divide this by total number of units of goods to get:	
Total cost per unit.....	¢	Final cost per unit.....	¢

Table No. 2

The Extreme Flexibility of Public Warehousing Services, as  
Contrasted With Fixed Conditions of Private Storing

Public Warehouse	Private Storage
Lease: optional with the patron. Ord- inary basis is a month-to-month bil- ling. Patron terminates automatically by withdrawing his goods.	Lease: like all real estate transactions. Tenant is bound for a term at fixed rentals.
Cost: directly in ratio to use. All charges on a per unit basis.	Cost: gross cost is constant. No neces- sary relation to volume of goods. Subject to very little control.
Supervision: none (covered in rates).	Supervision: continuous both from home office and at the branch.
Flexible: can be expanded or contracted at will of patron; at most the liability is for 30-day periods; can be aban- doned at any city without cost and without embarrassment. New ter- ritories as easily undertaken, or try- out markets, or seasonal markets, or multiple stocks in one market.	Inflexible: rent and wages tend to be- come fixed; always easy for home office to "let things slide along" at distant points. Cannot be economi- cally varied up or down with varying changing markets.
Spot stocks: stocks may be maintained at more points than sales offices, even two or three in a city. May be opened for a month or two at any point where sales suddenly develop or where a new market is being tested. Any error in location is readily corrected without cost or without criticism of a sales manager.	Spot stocks: much preliminary work and time required before finding best loca- tion; errors in location costly. The operation of spot stocks under temp- tation to grow rigid and fail to meet changing conditions of the market.

the fullest sense of that word—flexible, too, wholly for convenience of the patron. His obligations beyond paying the bill are little. The public warehouse assumes all the risk of "readiness to serve" and all the cost of idle facilities and irregular flow of goods.

Such an outline implies that the patron desires not to obligate himself for long-time warehouse accommodations. If he does so desire, everything we have said applies without reservation.

As a matter of fact, however, business relations are of a continuous nature.

Although the warehousing contract seldom specifies anything longer than a month-to-month agreement, terminable by the patron at will but binding the warehouseman so long as any of the goods remain in his keeping, it is but natural that "accounts" stay on year after year. Many large corporations which do national marketing prefer a written contract of more formal nature. Others take over warehouse floor space of given dimensions, on a leasing basis exclusively for their own use. Such arrangements are only natural.

Yet the fact remains that a public warehouse expects, as does the hotel, that patrons will take advantage of the flexible service of warehousing. Optional facilities are offered for just that purpose.

In Table 2 herewith has been made an

attempt to tabulate this flexibility of the public warehouse, contrasted, in parallel columns, with the inflexible conditions of a private store.

## A Professional Service

A LARGE manufacturing corporation, especially one with diversified products, can probably operate private storages in important markets quite as efficiently as a public warehouse could do the same. General Electric, and a host of others, would be expected to warehouse for themselves in ten or twelve cities, requiring, as this concern does, eight and ten stories of a large building for the ten thousand products which bear that GE in the circle.

Although this is true, yet we find that the same corporation requires a flexibility which is not possible from its private storages. In order to supplement its own storehouses, this company spots stock in secondary cities all over the country. Not one of these supporting stocks aims to be complete in the sense that the main storages are. Each, on the other hand, stocks those products which for the surrounding areas are most in demand. Lamps and bulbs and electric motors are wide-spread in these stocks. Refrigerators are to be found in probably a hundred warehouses. But, in the steel mill districts of Mahoning Valley and the textile districts of southern New England, the GE spot stocks carry goods

peculiarly needed for quickly servicing those markets. By a system of secondary stocks, therefore, stored in public warehouses, this corporation gets that flexibility which is lacking altogether in its few complete stocks.

GE is here used more as an example than as a specific case. A hundred corporations might each be substituted for its name.

Public warehousing is the profession of storing goods.

A warehouse company has no goods to sell. It renders only a service. Its sole excuse for existing is that it can do for others what, otherwise, they would be obliged to do for themselves. The warehouse renders this service more efficiently than the patrons could do for themselves. In any instance where the cost would not be lower in their own warehouse, the patron would quickly discover that fact and institute private storing. We may safely assume that wherever the public warehouse is employed, it serves at a lower cost. In other words, the public warehouse is more efficient, as a professional storer, than the manufacturer's own subsidiary or his own department could handle the goods in distribution.

One is never surprised that a railroad or the New York Life Insurance Company or the Bankers' Trust Company has its own legal department. The very quantity of their legal business justi-



fies them in organizing a department, manned and equipped for the specialized angle of law which applies to them. Nor does one wonder when a steel plant or an automobile factory erects its own emergency hospital close to the plant. The number of accidents, the frequency of illness among employees during the working day, and the peculiar hazards of certain processes in their manufacturing—these more than defend the investment. So, also, a large coal mine has its own veterinarians and "animal hospitals"—or a logging concern in the back woods, or a big dairy somewhere outside the metropolitan center. For another example, a summer resort hotel will have its own laundry; or an important advertising agency its own library; or a motor fleet owner his own machine shop and garage.

Size is the justification in any such instance.

The single concern has so much need for specialized services that it can well afford to do for itself. This becomes the most efficient way; because, in the end, it costs the least money.

But, for others, the way of greatest efficiency is to employ a professional man to supply service on those infrequent occasions when a need arises. For ordinary business concerns it is far more efficient to carry a case to an attorney, even if his bill when rendered does seem heavy. And so on, through one profession after another, including public warehousing. The point comes in a business where it is more efficient—that is, it costs less—to handle distribution through a warehouse than to attempt to perform that function privately. Public warehousing serves others—with nothing of its own to sell beyond

service. Warehousing is a profession in the truest use of that word "profession."

#### Changes in Our Storing

NEW conditions confront a national distributor at every turn. He needs not "look around the corner" to meet them. They stalk in the middle of the road, coming to meet him head-on.

Many of these conditions have become old friends. Among them are:

- Hand-to-mouth buying.
- Small-lot deliveries.
- Consignment selling.
- Upset credit conditions among customers.
- Air mail deliveries.
- Store-door delivery and pickup and carrier-truck affiliations.
- Returned goods abuses.
- C.O.D. returns.
- Bankruptcy complications under the modified law of 1933.

All these relate to the selling and distributing of his goods. Not one of these changes is, however, as far-reaching as the change in selling itself.

The pressure to cut costs has compelled retrenchment in the sales department. The threat of annual deficit—contrasted to the former nice profit and a bonus for the officers—has forced right-about-face in many an established sales department. Every item of expense in marketing the goods is under such scrutiny as never was thought of prior to the present condition.

Among these items is that of physically getting the goods to the customer.

Costs which might have been abundantly justified in 1928 have today lost all good repute. The shrunken volume of sales has converted them from

"efficient" into "inefficient" steps in marketing. Measured in dollars, they cry to be discarded. They fail utterly when put to the acid test of business: "Does it pay?"

No one would believe that every business would be increasing its efficiency by storing in public warehouses. Already we have seen that in many instances the reverse is true. On the other hand it must be apparent that distributors of goods, to the extent of hundreds and even thousands, may increase the efficiency of their business by changing over from private storing to public warehousing.

The cost will be less. Money will be saved. Efficiency will go up.

The Form of Comparison, outlined in Table 1, provides a ready skeleton to apply the measuring stick of business to a spot stock. When tested by this index, "money talks." The answer is in dollars.

Our Table 2, which shows the flexibility of warehousing, is an exhibit of benefits less tangible than dollar marks. Flexibility is worth money, where it helps the business, but it is not susceptible to the same precise calculation as the comparison of costs.

In either case, however, business efficiency hangs in the balance.

To refuse to turn a profit would be ridiculous. Waste is no longer popular, nor tolerated. One method to weigh the efficiency of distributing a product is to scale present procedure by these two tables. If the distributor's present method is cheaper, the test will prove that fact; if a new way should be sought to accomplish the same ends, this test may blaze the trail to a more efficient management of the business.

## I. C. C. Gives Cotton Belt Right to Operate "Ferry-Truck" —a New Type of Service

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

DESPITE contentions by competing railroads that it will break down the carefully worked-out freight rate structure in the Southwest, the Interstate Commerce Commission has permitted the St. Louis Southwestern Railway to establish between St. Louis and Blytheville, Jonesboro, Little Rock, North Little Rock, and Pine Bluff, Ark., a line of freight rates for a new type of carriage, known as ferry-truck service.

Designed to overcome some of the effects of motor truck competition, at the same time bringing in some revenue to the railroads which it otherwise would not lose, the service contemplates shipping by rail, loaded trucks, trailers, semi-trailers and truck or trailer bodies. The vehicular equipment would be loaded at point of origin by the consignor and unloaded at destination by the consignee.

The vehicular equipment would be transported on flat cars, and loading and

unloading would be accomplished by means of ramps. Stated simply, the service is designed to substitute a railroad car for the road-haul which the truck ordinarily would have to make. The St. Louis Southwestern Railway contends the rates will enable truck operators to save money on their long road-hauls, at the same time bringing it much needed revenue.

The rates proposed from and to St. Louis and Blytheville and Jonesboro were \$37.50 per vehicle; to and from St. Louis and Little Rock and North Little Rock, \$60; and to and from Pine Bluff, \$67.50. The railroad proposed also to establish rates between St. Louis and Lewisville, Ark., and Shreveport, La., but the Commission ordered these proposed rates cancelled.

The new service was to have been established on September 1, 1932, but the Commission, in I. & S. Docket 3797, suspended it after protests had been filed by other southwestern carriers, the Memphis Freight Bureau and the Houston

Chamber of Commerce. It was frankly experimental and was to have expired in one year from its establishment.

Protesting competing carriers contended the service was devised by the Cotton Belt largely to enable it to utilize and extend operations of its subsidiary trucking line, the Southwestern Transportation Company, but the Cotton Belt vehemently denied this. The Commission said transportation of its own trucks and trailers by the Cotton Belt "apparently" would contravene the commodities clause of Section 1 of the Interstate Commerce Act.

The primary question presented for determination, the Commission said, was whether the proposed rates would be compensatory and thus would not impose a burden on other traffic. If that question were answered in the affirmative (which it was), the secondary question was whether the proposed rates were lower than reasonably necessary to enable the Cotton Belt to meet truck com-

(Concluded on page 56)

# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## Liability for Conversion

GENERALLY speaking, a warehouseman may be liable for conversion notwithstanding he is unaware that conversion has taken place. Various Courts have held that the legal definition of the term "conversion" is the unwarranted interference by a warehouseman with the dominion over the stored property. Therefore, neither good nor bad faith, neither care nor negligence, neither knowledge nor ignorance, are of the gist of conversion. Nor, indeed, is negligence any necessary part of the case.

For illustration, in 20 P (2d) 992, it was shown that the owner of goods stored them in a warehouse. Later when the owner presented his receipt and demanded the return of the merchandise the warehouseman failed to deliver it and the owner filed suit, contending that the warehouseman was liable for conversion.

During the trial the warehouseman attempted to avoid liability on the grounds that the agent at the warehouse, who accepted the goods, had no authority to do so and that he had violated instructions. However, the Court held the warehouseman liable, and said:

"Appellant [warehouse company] conducted a warehouse known as warehouse No. 93. It held itself out to the public as a warehouseman. Mr. Pool was its agent in charge. . . . In the final analysis we may sum this case up by saying that, when a person who has stored his goods with a warehouseman makes proof of demand and refusal, a *prima facie* case of conversion is made out. Upon such proof alone the burden is upon the warehouseman to account for the property. Otherwise he will be deemed to have converted it to his own use."

## Hundreds Spent in \$2.50 Suit

SOMETIMES small amounts in controversy result in proportionally large expenditures by litigants and without possibility of ultimate profit.

For instance, in *Panhandle Warehouse Co. v. Best*, 58 S. W. (2d) 140, Amarillo, Texas, it was shown that a warehouse patron sued a warehouse company to recover the sum of \$2.50 which he alleged the warehouse company had wrongfully collected from him for fees and overcharges on certain stored goods. This suit, at considerable expense, was decided in favor of the patron. Later the warehouse company filed suit against the patron to recover damages in the total

sum of \$125 for traveling expenses and attorney's fees expended in defending the suit for \$2.50 filed by the patron.

However, as the patron had the right to sue and recover the \$2.50, which was an overcharge, the higher Court refused to decide in favor of the warehouse company, saying:

"The rule is firmly established in Texas which denies an award of damages for the prosecution of civil suits with malice and without probable cause, unless the party sued suffers some interference by reason of the suits with his person or property."

## Your Legal Problems

MR. PARKER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.

## Lading Contents Not Conclusive

CONSIDERABLE discussion has arisen from time to time as to whether or not the contents or written notations on a bill of lading are conclusive with respect to the quantity of goods shipped. It is important to know that, in all legal controversies involving a bill of lading, the railroad company may introduce testimony showing that the receipt is erroneous, which relieves the company from liability for loss of the full quantity of goods recited in the bill of lading.

For example, in *Louisville & N. R. Co. v. Cullman Warehouse*, 147 So. 421, Cullman County, Alabama, it was disclosed that the Stabilization Corporation made arrangements with a warehouseman to make shipments of merchandise from his warehouse. The warehouseman had an arrangement with a railroad company whereby bills of lading were issued for goods which the warehouseman's representative stated were shipped.

The Stabilization Corporation ordered the warehouseman to ship 200 bales of

cotton and the warehouseman received a bill of lading from the railroad company reciting shipment of this quantity of merchandise. Later the consignee discovered that only 160 bales of cotton were shipped. The legal question was: Are the contents of the bill of lading conclusive? This Court stated the following important law:

"If the 40 bales of cotton were not in fact delivered to the railroad, the Stabilization Corporation is to look to the warehouse company to account therefor, and not the railroad. The Stabilization Corporation was the shipper, and it cannot be successfully contended that a shipper has the right to recover of the carrier for the loss of property which in fact was never delivered to the carrier, though the bill of lading may recite its receipt."

## Occupational Tax Is Held Valid

SOME discussion has arisen in the past whether taxation laws enacted by States or cities with respect to warehousemen violate the United States warehouse Act or impose a burden on interstate commerce outside the scope of authority of a State and in violation of the Federal Constitution. This point of the law was discussed in the recent case of *Federal Warehouse Co. v. McLean*, 147 So. 325, Cleveland, Miss.

In this instance it was shown that Mississippi passed a law which imposed a privilege tax "upon each person operating a warehouse for the storage of cotton, whether in conjunction with a compress or not."

It was contended that a law of this nature was invalid for the reason that operation of a cotton compress and warehouse involved interstate commerce, because cotton not only is compressed and stored but it is shipped from one State into another. However, the higher Court refused to uphold this contention, and said:

"When the cotton was delivered to the railroad company for transportation into another State or country this did not occur until it was delivered to the railroad, after being compressed, for transportation. . . . The assembling of the cotton in the warehouse and its compression are acts preliminary, convenient for, but not absolutely essential to, its transportation to other States or countries. . . . The appellant's warehouse and compress, therefore, are not instrumentalities of interstate commerce; conse-

quently the privilege taxes collected thereon imposed no unconstitutional burden on that commerce."

### Exonerated Because Driver Disobeyed

IT is well settled law that a warehouseman is not liable in damages for an injury effected by a motor truck driver who, at the time of the injury, is disobeying orders or instructions issued by the employer.

For illustration, in *Carriel v. Federal Warehouse Co.*, 147 So. 120, New Orleans, it was disclosed that the driver of a motor truck disobeyed his employer's instructions by stopping his truck and permitting a friend to ride. While the driver was taking the friend home he struck a child, effecting serious injury. The parents of the child filed suit to recover damages but the higher Court held the warehouseman not liable, and said:

"In the case at bar, though the employee originally started on an errand of his employer, he departed therefrom, and, at the time of the accident, was on a personal mission. Consequently his employer cannot be held liable in damages for the effect of his negligence at a time when he was out of character as an employee and on business of his own. We are of opinion, therefore, that the defendant [warehouseman] is not responsible for the accident for the effects of which this suit is brought."

### Van Parked Diagonally Across a Highway

GENERALLY speaking, a driver of a passenger automobile is bound to exercise an ordinary degree of care to prevent a collision with a moving van or other vehicle parked on street or highway. Usually the Courts have held that the driver of an automobile is negligent and not entitled to recover damages for an injury sustained as a result of running into a parked moving van.

However, circumstances may exist under which a warehouseman may be liable for an injury sustained by the driver of an automobile in this manner.

For example, in *Johnson v. Hoffer & Boney Transfer Co.*, 168 S. E. 495, Williamston, N. C., it was shown that the driver of a moving van more than 26 feet in length left it standing diagonally on the highway without lights. The driver of a passenger automobile collided with the van and was seriously injured. He filed suit to recover damages.

During the trial, counsel for the warehouseman contended that the injured driver was not entitled to recover damages because he was negligent in failing to observe the van. However, the jury, after considering all evidence, decided that the injured driver had not been negligent.

The higher Court sustained this verdict and held the warehouseman liable, saying:

"The defendant [warehouseman] contends as a matter of common knowledge

that the plaintiff [injured person] could not have driven his car under the conditions described by him without seeing the truck in time to avert the collision by the exercise of due care. This position is taken in disregard of the fact that more than one inference may be drawn from the testimony, and of the fact that it was permissible for the jury to find, as the verdict establishes, that the plaintiff was not negligent."

### Gateman's Negligence at Railroad Crossing

IT is well established law that a railroad company may be liable in damages for any injury to drivers of motor vehicles resulting from negligence on the part of its employees.

For example, in *Fine & Jackson Trucking Corporation v. Lehigh Valley R. Co.*, 166 Atl. 184, Newark, N. J., it was disclosed that a trucking company's motor truck was traveling ten miles an hour about eight feet in the rear of another truck, and that suddenly the gateman at a railroad crossing lowered the safety gates, with the result that the forward truck stopped without warning and the trucking company's vehicle collided with it.

The trucking company filed suit against the railroad company to recover damages, on the ground that its gateman was negligent in lowering the gates so suddenly. In holding the railroad company liable, the Court said:

"Where, as here, a railroad company, whose right of way crossed a public highway at grade, installs safety gates there for the protection of the traveling public and puts a gateman in charge, the person in charge is bound to perform his duties with reasonable care and prudence and a failure to do so is negligence for which the railroad company is liable."

### Not Liable for Incendiarism

IT is well established law that a warehouseman is not liable in damages for loss of goods stored in his warehouse when the evidence fails to indicate that such loss resulted from negligence on the part of the warehouseman or his employees. Therefore it is apparent that a warehouseman is not liable for loss of merchandise by fire if the evidence indicates that the conflagration was from incendiary origin.

For instance, in *Dolan v. Goodman Warehouse Corporation*, 165 Atl. 82, Jersey City, N. J., it was disclosed that an owner of household goods stored them in a warehouse. A fire started, of incendiary origin, and on account of the fact that certain motion picture films were stored in the building the fire became uncontrollable and destroyed the warehouse and its contents.

The owner of the household goods filed suit against the warehouseman to recover damages, contending that the company was negligent in storing the films. However, the higher Court held the warehouseman not liable, and said:

"The proofs in this case indicate that the warehouse was modern and well constructed. . . . A fire of incendiary origin occasioned plaintiff's loss. There is no proof that there was spontaneous combustion of the films. In fact, the proofs indicate that the loss was occasioned by the fire, which started at some distance from the place where the films were stored. . . . The inference of negligence, because of the failure to return the goods, may be answered by proof of circumstances attending the loss, and if this proof, and all the other circumstances of the case, establishes beyond question that there is no evidence from which the jury might properly find negligence on the part of the bailee, he would be entitled at the hands of the Court to a directed verdict."

### Selling Goods for Charges

LEGAL EDITOR, *Distribution and Warehousing*: As chairman of the executive committee of the Los Angeles Warehousemen's Association a knotty problem has been passed to me for ruling and not being sure of my ground I am giving the facts to you and will ask that you be kind enough to give me your opinion. In April, 1932, a consignment was tendered, to a warehouse in Los Angeles, consisting of some Belgium imports. The warehouse advanced to the storer the amount of the duty. Shipment consisted of twelve cases and the storer took out a negotiable warehouse receipt, and the receipt for the other six cases was issued to a gentleman who accompanied the storer. Each receipt bore a correct memorandum of the amount of money advanced.

At a later date, the original storer surrendered his receipt for the six cases, paid all charges which included money advanced on the six cases, storage and handling charges, and had them removed.

But no collection was ever made from the party holding the second receipt, and in due time the merchandise was advertised for sale and the party holding the receipt was notified by registered mail, also mailed a copy of the advertisement from the newspaper, and an auction was held.

However, a licensed auctioneer was not employed, the warehouseman doing the auctioneering himself in the presence of two or more of his patrons. No bids were received and the warehouseman then bid the amount of his bill and the party holding the receipt was notified by mail.

Next, the warehouseman attempted to sell the merchandise to various dealers and finally received an offer of approximately 25% of the amount of the warehouseman's charges. This offer was accepted and the goods delivered to the new buyer.

Party holding the receipt was then notified and was sent an invoice, being given credit on this invoice for the amount that the goods sold for. An answer was received from the party holding the negotiable receipt, stating that "I am neither the owner nor did I store



the goods with you. The transfer to me of the warehouse receipt was to evidence my prospective ownership of the goods and as collateral for several notes in my favor. . . ."

We should very much like to have your opinion of the entire transaction as to whether the warehouseman's acts insofar as auctioning the goods was legal and performed correctly; or whether it was necessary for the warehouseman to have employed a licensed auctioneer; also as to whether or not the holder of the negotiable receipt was the actual owner and whether recourse through the Courts can be had with any likelihood of collection. —*Los Angeles Warehousemen's Association, Executive Committee.*

Answer: It is well settled law that a warehouseman is bound to comply strictly with State laws when selling stored merchandise to recover storage charges. Generally speaking, it is necessary that the warehouseman employ a licensed auctioneer, particularly if the State law relating to sale of stored goods specifies that a licensed auctioneer shall be employed. If the State law does not specify a licensed auctioneer and another law defines an auctioneer as one who must pass a certain test to obtain a license, this is equivalent to the storage laws requiring warehousemen to employ licensed auctioneers. Therefore, if the State law may be interpreted to require warehousemen who sell stored goods for storage charges to employ a licensed auctioneer, then this warehouseman may be held liable for conversion.

With respect to the negotiable receipt, it is generally held by the higher Courts that a negotiable receipt indicates sole ownership, unless the receipt contains a stipulation restricting ownership or the party involved in litigation has knowledge that the negotiable receipt is not indicative of sole ownership on the part of the holder.

In other words, it is my opinion that the ordinary position of this warehouseman is not changed by the fact that the holder of the receipt held the receipt as collateral, unless the warehouseman had notice of this fact either by direct information or that the transaction was recorded under State laws which provide for recording instruments of this character.

The fact that the holder of the receipt had a secret understanding with the owner of the goods would not affect the warehouseman's liability.

#### "Fireproof Storage" vs. "Fireproof Warehouse"

LEGAL EDITOR, *Distribution and Warehousing*: We would like to submit the following problem:

Is the term "fireproof storage" different in legal meaning from "fireproof warehouse"?

We have been reminded of the possibility of a lawsuit developing over an example as follows:

If fire within a warehouse destroyed contents, would we be held liable because we advertised "fireproof storage" instead of a "fireproof warehouse"? In case there is a difference would we be relieved from liability if the receipt contains a clause as follows: "It is agreed that said goods shall be stored at owner's risk of damage by moth, rust, fire, riot, depreciation by time, earthquake or tornado"?—*North Transfer & Storage Co.*

Answer:—Only recently the higher Court in the case of *Rosenblatt v. John F. Ivory Storage Co.*, 247 N. W. 733, Detroit, rendered its opinion in which it held that a warehouseman who induces a customer to store goods in the warehouse by advertising or stating that the warehouse is fireproof is liable if the warehouse burns and the goods are de-

stroyed. In this case the owner of the goods testified that the warehouseman made certain statements which indicated that the warehouse was fireproof. The fact that the warehouse burned proved that the warehouse was not fireproof, which naturally resulted in liability on the part of the warehouseman, because, by the testimony, the customer stored the goods on reliance of the warehouseman's statement that the warehouse was fireproof.

With respect to the clause in the receipt, various Courts have held that clauses of this nature will not relieve a warehouseman from liability if goods are destroyed as a result of negligence on the part of the warehouseman or his employees; or if the customer is induced to enter into the contract by false or fraudulent statements on the part of the warehouseman.

It is my opinion that there is no legal difference between the terms "fireproof storage" and "fireproof warehouse," because both terms indicate to the prospective customer that the warehouse is fireproof.

In connection with the foregoing the reader is here reminded that numerous household goods storage executives, some of them with legal training, have urged, at warehouse conventions, that the use of the term "fireproof storage" be avoided. They have stated that "there is no such thing as fireproof storage" notwithstanding that such a thing as a "fireproof warehouse" is recognized by insurance authorities.

Also attention is called to the fact that within the past few years a number of companies which had the words "Fireproof Storage" in their corporate titles have filed new corporate titles which do not contain the two words. Their obvious purpose was to avoid any such contingency as the one set forth in the foregoing inquiry from the North Transfer & Storage Co.—*Editor.*

## School Teachers Will Be Moving in the Fall—Why Not Go After This Business?

By LUCIUS S. FLINT

ACCORDING to one western warehouseman, there is more fall moving among school teachers than among any other single class of people. A good many of them who travel during their three-months summer vacations take their furniture out of storage and move into homes or apartments with the opening of school. Others who stay at home, move from apartments into homes during the summer, and then go back into apartments with the arrival of fall. Transfers from one school to another also mean moves in many cases.

It would seem that this observation

points the way for some productive promotional effort on the part of the progressive warehouseman.

Why not get a list of school teachers in your city, find out through a householders directory which of them own their homes and which are renters, and go after the trade of the latter class by means of a direct mail campaign?

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.

Letters sent to teachers immediately on their arrival home should bring a liberal response. Because they are busy preparing for school opening, moving is certain to be a difficult task for them, and hence the warehouseman who points out a service that will take most of this worry off their hands is more than likely to be well received.

Letters of this type might express the hope that the teacher had enjoyed her vacation and extend a return welcome, going on to point out the reasons why the firm thought she might be moving, and outlining the service offered.

## This Is Golden Anniversary Year for Westheimer of Houston



S. J. Westheimer,  
the founder.



The present warehouse.



Benj. S. Hurwitz,  
president today.

FROM a start with one team of horses and one wagon and one employer the Westheimer Transfer & Storage Co., Inc., established in Houston in 1883, has grown during its half-century of existence until today it owns and operates thirty motor vehicles, maintains a regular payroll of seventy-five persons; and operates 75,000 square feet of warehouse space, with trackage available for simultaneous spotting of eighteen cars.

Founded by the late S. J. Westheimer as a transfer firm only, it was the first of its kind in the Bayou City. Mr. Westheimer did his own driving, and one of his big jobs was the hauling of all the construction material for the local Southern Pacific Grand Central station.

Thirty-one years ago Benjamin S. Hurwitz, the company's president now,

joined the firm as office boy. After filling practically every office, he became the executive head eleven years ago.

Development was gradual. In 1905 there were nine drivers and as many teams. In 1911 the company branched out into warehousing, putting up the first unit of its present building at Buffalo and Commerce. Seven other structures have since been erected. They are modern, fireproof, the majority of them of concrete. The company was the first in Houston to use the individual lock-room system for customers.

### Service Is Varied

While the Westheimer organization specializes in handling of local and long distance moving of household goods by van or rail, it does also a merchandise

business and handles all types of heavy machinery. It has many local difficult moving jobs to its credit.

Mr. Westheimer retired from business in 1923 and died four years later. Since 1923 the firm has been operated by Benjamin S. Hurwitz as president and general manager and his brother Abe Hurwitz. Another brother, Harry Hurwitz, joined the company in 1912.

The Westheimer organization holds membership in the National Furniture Warehousemen's Association, which Benjamin S. Hurwitz helped in organizing; the Texas Southwest Warehouse & Transfermen's Association; the Houston Transfer & Warehousemen's Association, and the Allied Van Lines, Houston Rotary Club, Houston Traffic Club and Houston Chamber of Commerce.

## Railroad Warehousing Service

### A Book Review

FOR some years Felton Chow has been a student in The University of Pennsylvania, receiving last June his degree of Doctor of Philosophy. He has visited the Century of Progress and in September will begin teaching in Chiao Tung University at Shanghai ("Chiao Tung" would be, in English, "Transportation and Communication").

His work in the American university has dealt with transportation. Out of it he has developed a thesis on "Railroad Warehousing Service" which has recently been issued in book form (241 pages).

In this book Prof. Chow gives special attention to the leasing of railroad warehouses (merchandise, cold storage and grain) to private corporations; to storage-in-transit services; and to the "factors influencing railroad warehouse oper-

ation." His work is based primarily on Interstate Commerce Commission publications and pamphlets emanating from the railroads. Their own tariffs have also contributed to his facts.

He has not been able, however, to elicit friendly cooperation by railroad officials. They rebuffed his application for help by replying "not for public information." In this manner his book lacks first-hand data. Is also lags several years behind the times, because it is based on published information and Court cases rather than on intimate knowledge of

what the railroads have done in 1930-1933.

Nevertheless Prof. Chow has given concise summaries of railroad leasing contracts in existence five years ago (and ten). He makes a good presentation of railroad subsidiary warehouses and their "contract houses." His pages will provide a quick reference to the whole subject of leased-contract-subsidiary warehousing of the carriers, with ample citations from the Court cases and a good list of warehouses so controlled by the railroads (in the year 1930).

Prof. Chow will teach "transportation" in the university at Shanghai, with courses in "American warehousing" and, in this position, promises to be a good friend of the industry in this country.

—H. A. Haring.

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.

# MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted by

## Motor Freight Survey Made by Department of Commerce

Costs and Practices Are  
Revealed in Report

**D**IRECT operating expenses constitute 57.47 per cent of the cost of motor truck freight transportation, while overhead expenses account for the remaining 42.53 per cent, according to a study completed by the United States Department of Commerce.

This report indicates that although there is apparently some tendency toward consolidation and large-scale operation in the motor freight field, the industry is still predominately one of small fleets and individual management.

The variety of equipment apparent in a comparison of different operations and different sections of the country is indicative of a marked specialization of motor truck chassis and body design for particular types of hauling service.

By far the greater number of trucks and trailers may be described as being in the "general purpose" class—that is, they are all reasonably well adapted to miscellaneous hauling by whatever freight is offered. Their suitability to any given job depends primarily on how well their capacity, speed and economy of maintenance are adapted to the particular demands made upon them.

Even for general hauling there is a wide range of sizes from which to choose and a considerable variety in body

and chassis design. They range from the light express truck of ½-ton capacity to a tractor truck, semi-trailer, and trailer combination capable of carrying 90,000 pounds gross load on 30-inch balloon tires.

The larger trucks are more numerous in those sections where the principal cities and towns have been linked with paved highways.

One of the more important aims of the survey was to secure data relative to weights of trucks and loads carried. So far as it was obtainable, information was recorded covering the tare weights of the trucks used, the "usual loads" carried, and the gross weights of the loaded trucks. The "usual load" was taken to mean not an average load but that load which the operator regarded as a normal or capacity load for a given vehicle, assuming sufficient freight was available. The usual load was not the maximum load, as many operators stated that they hauled loads considerably in excess of normal capacity under emergency conditions. Nor was usual load equivalent to rated capacity, as it is commonly agreed that practical working capacity is in excess of listed rating. Gross weight was computed as the sum of tare weight and usual load as defined above.

**I**T was found that the largest trucks, those of 5½ tons and more, show an average load 7.6 per cent below their rated capacities.

Usual loads were reported, in very rare instances, as high as three times the manufacturers' ratings. Normally, however, the excess was less than 125 per cent. Approximately one-fourth of all trucks, and more than one-third of the medium-capacity trucks, were reported as carrying 100 to 125 per cent more than capacity—roughly, double their rated capacity. Nearly two-thirds of the heavy trucks carried less than 50 per cent above capacity.

The liberalizing of gross-weight restrictions in favor of six-wheeled vehicles (those having three axles) has been gaining headway. As the wheel load rather than the gross load determines stress in the pavement, larger loads are possible with the six-wheeler.

Furthermore, for light trucks well within existing gross-weight limitations a third axle may greatly increase the safe and economical carrying capacity.

That this is generally recognized is indicated by the fact that 8.7 per cent of the trucks were on six wheels. The number of six-wheeled tractor trucks was negligible, inasmuch as a tractor truck and semi-trailer combination is, in effect, a six-wheeled unit. Of the trailers listed (excluding semi-trailers) 14.3 per cent were on six wheels.

Because of the absence of powerplant, and resultant low chassis weight, the capacity loads of trailers ran much higher than for trucks operating under the same legal gross weight restrictions.

Pneumatic tires are rapidly displacing solid tires on motor trucks. Only a little more than 1 per cent of the total output of the tire factories in 1932 was in solid tires. In 1930 this output amounted to 3.6 per cent. However, there are still many older trucks on the roads that have not been converted to pneumatic equipment. Analysis revealed that 24 per cent of the truck and tractor trucks and 32 per cent of the trailers reported were on solid (or cushion) tires on one or more axles.

This proportion of solid-tired vehicles was unexpectedly high, but an examination of the original data reveals that of the 652 solid-tired trucks and tractors, 167 were operated by a single firm, principally in a metropolitan area. If this firm is excluded from the tabulation, the percentage of solid tires drops to 19. It is likely, too, that some of the solid-tired equipment was so obsolescent as to be used relatively infrequently as compared with the more modern vehicles.

Of the trucks and tractor trucks dating from 1925 or earlier, 58.2 per cent were on solid tires; whereas the 1926 and later models were only 9 per cent on solids; and of the 1929 and later models only 2.5 per cent were on solids. This would indicate that the intercity commercial truckers are now buying proportionately fewer solid-tired vehicles than other truck users, which seems reasonable in view of the need for greater speed in the long-haul work.

Many of the larger trucking companies, especially those doing a common carrier business, are fine examples of



# TRANSPORTATION

edited by F. Eugene Spooner

efficiently conducted enterprises, utilizing the most modern of business methods. The activities of these large concerns are sometimes divided into separate departments, such as traffic, auditing, and maintenance, each under experienced supervision.

Gasoline costs tabulated include the gasoline tax. Few operators made any attempt to keep the tax as a separate item of expense, as it was not considered essential to their accounting records. Nevertheless the gasoline tax is often one of the largest single items of tax cost. In 1932 more than 60 per cent of the total State truck license fees and State gasoline taxes were consumed by the State fuel levies. These figures do not include trailer fees, proportion of dealers, operators, drivers' permits and miscellaneous receipts. Federal excise taxes also are not included.

While the cost of oil and grease is relatively small as compared with other items of expense, it is by no means insignificant. Vehicles vary in their lubrication needs according to age and design and according to the conditions under which they are operated. The policy followed by a truck concern with respect to lubrication will not only affect this one item of cost, but may have a much more important effect upon maintenance and repair expense.

The one marked uniformity that appears in the survey is in the depreciation for both medium-capacity and heavy-duty trucks, where the frequency of the 3-cent rate is easily explained by the fact that these trucks were depreciated on an arbitrary 3-cents-per-mile basis.

## Dodge Issues Book on Trucking Operations

THE Dodge Brothers Corporation, Detroit, has issued a book which contains "a complete record and bookkeeping system for the motor truck and passenger bus owner." A copy may be obtained without cost by addressing J. D. Burke, director of the Dodge organization's truck sales, in Detroit, with the statement that the request was made at the suggestion of *Distribution and Warehousing*.

The book covers mileage, hours of operation, number of trips and stops, loads, gross earnings, wages, fuel and oil costs, repairs and maintenance, accident repairs, overhead, taxes, insurance, depreciation, etc.

## Italian Van Appears (Minus Bullocks) in New York



THE accompanying picture, from the camera of Joseph P. Donnelly of the Bowling Green Storage & Van Co., New York, illustrates the type of vehicle commonly used in Italy for house-to-house removals of used furniture. Bullocks are the motive power; they are harnessed to the shaft—which in this instance is attached to the rear of one of Bowling Green's electric trucks.

Premier Mussolini designated A. Palanca as new general manager in the United States and Canada for the Italian Lines. He had to leave in a hurry and Bowling Green did not have time to rush one of its lift vans to Trieste. Accordingly the household effects were packed in two Italian vans of the type here illustrated and the vehicles were brought to New York, where Bowling Green picked them up at the Italian Lines' pier and temporarily they be-

came trailers behind Bowling Green's electrics, the goods thus being taken to the door of the apartment at 211 Central Park West. Bowling Green had to arrange for special trailer and parking permits. The Italian vehicles created such a sensation that the New York newspapers sent a squad of photographers to the apartment house.

The van is about 20 feet long and has an inside capacity of 1,100 cubic feet. Each wheel is 6 inches thick and 18 inches in diameter.

It will be noted that at the center, underneath, is a box. A trap door opens from the van floor into this box, which, 5 feet by 5 feet by 18 inches, contained marble and glass tops.

The vehicles entered the United States under a special permit which required that they be reshipped empty within a specified period.

## Reciprocity and Uniformity Will Be Aim of Eastern Highway Meeting in October

REPRESENTATIVES of eastern States and the District of Columbia will meet in October at Harrisburg, Pa., to discuss reciprocal and uniform legislation and regulation of size, weight, height and length of motor vehicles transporting freight and passengers.

The conference will be conducted by the American Legislators' Association, which has called it in response to a request by the Pennsylvania Legislature.

The participating representatives will be from New England and New York, New Jersey, Pennsylvania, Maryland, Delaware, Ohio, Indiana, Illinois, West Virginia and the District of Columbia.

If an agreement can be reached, recommendations will be made to the legislatures of the States represented for the adoption of such legislation.

Two formal codes will be up for consideration—one adopted by the Amer-

ican Association of State Highway Officials at its annual convention in Washington last November, and one adopted by the automotive transportation code committee of the Society of Automotive Engineers. Informal recommendations by Gov. Pinchot of Pennsylvania, last December, to many State governors, also will be considered. Studies made by the United States Bureau of Public Roads will likewise be used.

The code approved by the American Association of Highway Officials provides for a maximum width of 8 feet, a height of 12½ feet, and a length of 35 feet over all, except for a combination of a power unit and a full trailer, this not to exceed 45 feet. Provision is made for a maximum load of 8,000 pounds or an axle load of 16,000 pounds although recognition is taken of the fact that low

pressure pneumatic tires can carry 9,000 pounds per wheel without damaging highways.

The code proposed by the S. A. E. committee is based entirely on facts as established through research, and is as follows:

Width: maximum body width, 96 inches (but maximum width over dual pneumatic tires, 102 inches).

Height: maximum, 12 feet 6 inches. Length: single units, maximum, 35 feet. Any combination of vehicles: maximum length (on all classes of thoroughfare more than twenty feet wide), 65 feet.

Weights: high pressure pneumatics—streets, 22,500 pounds; highways, 18,000 pounds; roads, 16,000 pounds. Balloon tires—respectively 22,500, 20,000 and 18,000 pounds. Solids 22,500 pounds on streets, and not allowed on highways and roads.

### **Ton-Mile Tax Measure Signed in Wisconsin**

UNDER terms of a ton-mile tax bill signed July 26 by Wisconsin's governor, truck operators have the option of paying either a ton-mile tax or a flat tax.

The mile haulage tax starts at 2½ mills on trucks of less than 4,500 pounds gross weight and ends at 36 mills on weights of 36,000 pounds or more.

The flat tax, within the same weight range, varies from \$22.50 to \$540 for trucks and \$75 to \$540 for busses, with additional charges per ton for any weights more than 36,000 pounds. Annual permit fees to be assessed are \$20 for common carriers; \$10 for contract carriers and private carriers; and \$1 for vehicles under 8,000 pounds gross weight and \$2 if more than that weight.

Common carriers will be charged a filing fee of \$25; contract carriers, \$15; and private carriers, nothing.

Aside from the fact that the measure is expected to raise about \$1,200,000 a year for the State's general fund, the important effect of the measure is to give the Public Service Commission jurisdiction over private and contract carrier trucks. The Commission previously exercised this jurisdiction over common carriers.

The Commission is empowered to prescribe reasonable rules and regulations for trucks which do private hauling and designate over which highways they may operate. Hours of labor applying to drivers is brought within the Commission's power.

### **Canadian Roads Extend Pick-Up and Delivery**

The Canadian National and the Canadian Pacific on Aug. 1 extended pick-up and delivery freight service to the entire western Ontario field and as far north as Parry Sound and Scotia Junction.

Early in March the carriers offered such a service as an experiment, to meet truck competition, in fifty points in

southern Ontario and a partial service to other points. Recently the service was extended to through traffic between Montreal and Toronto and between Montreal and Hamilton, with flat-rate for Montreal-Toronto service including door-to-door at both ends at 70 cents a hundred pounds, with the Hamilton-Montreal rate at 74 cents.

The Dominion's railroads have found the experimental service successful thus far, with as high as 20 per cent increase in business at some points, attributed to the new service.

### **Four-Wheel Drive in 21 Marmon Models**

ALL wheels are driving wheels in the new line of 4- and 6-wheel trucks which the Marmon-Herrington Co., Inc., Indianapolis, Ind., is presenting. Comprising 21 models ranging in capacity from 1½ to 20 tons, the line is divided into four series of models. Two of the series, the A group, including capacities from 1½ to 4 tons, and the Diesel engine group, are new; while the other two series are improved and refined models of the previous ones.

All these new models have certain features in common, in addition to driving on all wheels. Front axles are of single or double gear reduction type with constant velocity type universals at the knuckles permitting 30 deg. turning angle. Auxiliary transmissions of either two or three speeds, mounted amidships, and unit-mounted 4- or 5-speed main transmissions, are employed throughout. No center differential is fitted on any model. Single front and dual rear tires, Zenith carburetors, Delco-Remy electrical equipment, Ross steering gears, Hercules 6-cylinder engines and Young radiators also are incorporated in all models.

Hercules Diesel engines are offered, in place of gasoline engines, at additional cost.

### **Fruehauf Features New to Its Trailer Line**

THE Fruehauf Trailer Co., Detroit, presents four new developments in its trailer line: a forged I-beam axle; a tandem axle semi-trailer; a new type bearing for the steering circle of 4-wheel trailers; and a semi-trailer for local deliveries of beer.

The new axle, including beam and spindles, is drop-forged from one piece of chrome-molybdenum steel, and weight and thickness are varied to provide strength in proportion to stress throughout its length, thus reducing deflection to a minimum without excess weight. The axle is crowned to conform to the average road crown and to compensate for load deflection.

Rated at 7-10 tons, the tandem axle semi-trailer is available in either manual or automatic types and priced at the lowest figure ever placed on a Fruehauf tandem model. Tandem axles provide

easier riding qualities but, in addition, the extra axle is looked upon favorably by States restricting loads on an axle basis rather than gross weight per vehicle. Brakes are supplied for the four wheels.

Circle steering mechanisms (which steer a four-wheel trailer like a wagon rather than by steering knuckles as in motor vehicles) require lubrication. "Oiltite" metal, developed by the Chrysler Corp., forms the new bearing of self-lubricating bronze composition type that is used for this purpose.

Pulled by a 1½-ton truck, the new beer semi-trailer carries 180 cases. Two doors on each side of the body give access to front and rear compartments, each containing 84 cases. Six more cases are carried on each side of the skirt. The trailer body is 8 ft. 8 in. high overall and the loading platform is 42 in. from the ground.

### **Electric Trucks Are Added by Brockway**

THE Brockway Motor Co., Inc., Cortland, N. Y., a pioneer gas truck manufacturer, is planning to produce electric trucks also. The regular gas truck chassis will be used, in order to keep the selling cost more favorably in line with that of the gas type. Models will range from the small, house-to-house, retail type of vehicle to the heavy-duty conventional type.

Brockway electrics will be distributed and serviced through the same sales and service organization. Headquarters for information have been established at the Electric Truck Division, 245 West 55th Street, New York City.

### **Household Goods Exempt Under New Indiana Law**

Under Indiana's truck weight tax law which went into effect on Aug. 1, vehicles used in transporting household effects of persons changing residence are exempt from the assessments provided.

All trucks operated for hire, except household goods vans and certain others exempted, must pay an annual tax of a half-cent for every pound the truck weighs when prepared to operate, until the end of this year; and thereafter, a cent per pound.

The Indiana Motor Traffic Association attacked the constitutionality of the law in a Court action petitioning for an injunction to prevent collection of the gross weight tax, and Gov. McNutt directed State officials to refrain from enforcing the Act until after a Court hearing set for Sept. 7.

### **New Texas Firm**

The Fidelity Warehouse Co. has been incorporated under Texas laws to do a storage business in Los Ebanos. Capital stock, 564 non par value shares. The incorporators are R. W. Gresham, T. M. McCarthy and Robert W. B. Terrell.

## Career of John O'Connor Is Sketched in "Family Album"

(Concluded from page 29)

noon following the trail of a mule—only to come at last on his own jockey out giving Bill Bailey a little exercise!

Some time later he had better luck. Boarding a downtown horse car bound for a convention of horse dealers, he fell in with an army officer from St. Louis and the two got to talking about mules in general and white mules in particular. The army officer knew of a white mule in St. Louis that answered the description of Bill Bailey; and Mr. O'Connor, unable to eat or sleep until he had investigated, left hastily that night for the Missouri city, where he acquired a new white mule called Jumbo.

The mules made a dazzling and sensational team driven on the O'Connor carriage but, when it came to racing, Jumbo's best effort was to follow Bill in second. Mr. O'Connor still contends that he might have developed the strain had he been given time and luck—but Bill Bailey got killed by a trolley car and Jumbo fell in the barn and had to be shot.

Born in Harrison, N. J., John O'Connor has been in the warehousing industry 49 years, having founded O'Connor's Newark and New York Express back in the days when a moving truck was something that stood out in the back yard until May 1, when it was hitched up for the annual jobs.

Time came when people began to object to the trucks in rainy weather, so the O'Connor company installed covered vans. Then followed the inevitable need of a place to store unwanted furniture and the erection of the first building in the present O'Connor chain. The initial structure, in Harrison, N. J., was two stories high. The present building there, which covers one third of a city block, is the result of four additions to the original. The stables in Harrison covered half a city block but they are garages and paint shops now and not a horse—or mule—is left in the place.

Mr. O'Connor knew well the Old West, for he used to buy horses in carload lots for his own use and that of several big brewers who gave him commissions. Besides being famous for horses, he was at one time a great runner; one of his most famous sprints was against the English long distance champion in Madison Square Garden. Swimming, fishing and tennis were among his other favorite diversions and he went to many a football game while his boys were playing on the teams of their respective colleges.

He has had a colorful career, always content to be a big man in an inconspicuous way. Whenever he could he has stayed in the background and made suggestions to the men in the spotlight while his own family life, the rearing of three boys and three girls, kept him busy—and young.

Mrs. O'Connor put the first book-keeping system into her husband's office and also kept the books for many years. To her help he attributes the fact that he got ahead so fast.

Big executives of the warehousing industry still consult John O'Connor, for he has long been identified with association work. He was one of the founders of the National Furniture Warehousemen's Association and also one of the organizers of the New Jersey F. W. A. and one of the charter members of the Newark Traffic Club. Up to this year he had never missed a convention of the N. F. W. A.

The O'Connors now spend their summers in Belmar, N. J., and their winters playing golf in Florida, where an informal group has assembled that sounds almost like "Who's Who in Warehousing." Mr. O'Connor and Frank H. Hebard, president of the Hebard Storage Warehouses, Inc., Chicago, live at the same hotel—the Everglades in Miami. The two are inseparable friends, frequently being known to sit for hours together, never speaking a word but having a grand time. George Kindermann, president of Julius Kindermann & Sons,

### Estimator Wanted

ONE of the most progressive houses on Long Island, New York, needs the services of an estimator—on a strictly commission basis—for "leads" in New York, Brooklyn and the Bronx. Replies treated confidentially.

Address Box H-426, care of Distribution and Warehousing, 249 West 39th Street, New York City.

New York, and Reed J. Bekins, vice-president of the Bekins Van & Storage Co., San Francisco, are two of the others who often join in this charmed companionship.

Mr. O'Connor still goes to the races in Florida but, take it from him, this business of highly organized racing can't compare with the good old days when Bill Bailey won twenty-five bags of oats on a \$1 entrance fee.

Incidentally, Tommy McMahon, the four-foot jockey who drove Bill to victory, now is the manager of the O'Connor express division; he is the oldest employee on the pay roll, having been there thirty-six years.

Mr. O'Connor's three sons now are associated with him in the warehouse business. Robert E. is manager of the Harrison office; Frank X. heads the New York branch; and John, Jr., guides the destinies of the firm in East Orange, N. J. The three young men were obliged to go out and learn the business on their own when they reached the proper age.

Robert asked permission to create a job for himself and built up a large section of the business by following society and travel columns in the daily papers. To each potential client he wrote a letter saying that his company had never missed a boat or a train. In this manner he brought in \$3500 the first year. Men

took to him; and when the elder O'Connor was taken with a nervous breakdown, Robert was soon the acknowledged boss.

John, Jr., expected a good job on his graduation from Fordham Business School—until his father told him that "the office chairs were all full." A worthy son of his father, the younger John went to John G. Nesser, president of the Manhattan Storage & Warehouse Company, New York, and got himself employed to help with the moving that took the Manhattan from its old quarters to its present home on Seventh Avenue at 52nd Street. Thus fortified, he then went to Los Angeles, where as "an old experienced warehouseman" he got a job with Milo Bekins, president of the Bekins Van & Storage Co. Returning by way of South America, he told his father he could either solicit or drive a truck. About that time, the manager of the Orange office left and young John was sent out there to "answer the 'phone and sort of look after things" while Mr. O'Connor asked his friend, Buell G. Miller, president of the Miller North Broad Storage Company, Philadelphia, to get him a new manager. Two important orders came in before the new manager arrived and these were so well handled that the younger John still remains in charge at Orange—though he admits that he does not yet know his official status.

Mr. O'Connor contends that his policy of being strict with his sons and making them show a profit in business to hold their jobs kept them on their toes and implanted in them the virtues of which successful men are made.

### Cold Storage Stocks Up in Pennsylvania

More food was reported in cold storage, in the sixty-seven warehouses in Pennsylvania licensed for that purpose, at the end of the second quarter this year, than a year ago, according to the State Bureau of Foods and Chemistry.

The increase was particularly noticeable in shell eggs, butter and beef. Butter holdings set a new high June record. The amount of pork in storage, however, is the lowest since 1926.

The downward trend in cold storage holdings, which started in 1930, has apparently run its course, according to the observations of pure food authorities. Figures indicate heavier buying of most commodities for storage this year than a year ago.

### Benal Leases Plant

The Benal Warehouse, Inc., recently organized in Harrison, N. J., to do a commercial storage business, has leased for a number of years the Kingsland Avenue plant of the General Cable Corporation. Four stories high and containing 200,000 square feet of floor space, the structure was used for wartime manufacturing of sheets. The warehouse is served with an Erie Railroad sliding.



# WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of *general interest* to the industry as a whole. No effort is made to publish complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

## Midwest Warehouse & Transfer Association Is Organized by Operators in Iowa, Kansas, Missouri and Nebraska

By KENNETH FORCE

APPROXIMATELY eighty storage executives operating in Iowa, Kansas, Missouri and Nebraska met at Kansas City on Aug. 18 and 19 and organized the Midwest Warehouse & Transfer Association, which will function as the regional grouping of the industry in the four States. Officers were elected as follows:

President, Frank M. Cole, treasurer Radial Warehouse Company, Kansas City, and president Kansas City Warehousemen's Association. Mr. Cole was chairman of the four-State regional plan committee.

General Vice-President, Harry C. Herschman, president Terminal Warehouses of St. Joseph, Inc., St. Joseph, Inc., and past general president American Warehousemen's Association.

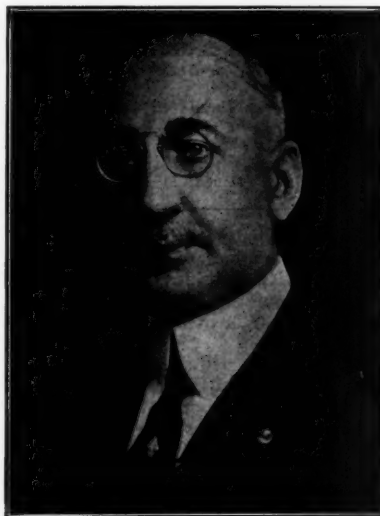
Iowa vice-president, George H. Harmer, president Calder's Van & Storage Co., Cedar Rapids, and president Iowa Warehousemen's Association.

Kansas vice-president, E. W. Jones, president United Warehouse Co., Wichita, and president Kansas Warehouse & Transfermen's Association.

Missouri vice-president, George C. Dintelmann, secretary Ben A. Langan Storage and Van Company, St. Louis, and president Missouri Warehousemen's Association.

Nebraska vice-president, W. H. Sullivan, president Sullivan Transfer & Storage Co., Lincoln.

The constitution as finally adopted provides for a treasurer and for an executive manager, both of which will be in the same city. The executive committee, comprising the officers elected, will elect a treasurer and select and fix the salary of the executive manager; also the committee will fix dues, set up arbitration machinery and otherwise generally gov-



Frank M. Cole, first president of Midwest Warehouse & Transfermen's Association

ern. The constitution provides also that the office of vice-president shall be filled by a cold storage executive, and in this connection it was announced that the Missouri Chapter of the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association) would become affiliated with the Midwest. Mr. Herschman is president of the Chapter.

Mr. Dintelmann, Mr. Jones and Mr. Harmer were members of the regional plan committee which prepared the constitution and by-laws, with Nebraska represented by Ray A. Ford, president of the Ford Bros. Van & Storage Co.,

Omaha. A. E. Brooks, Kansas City, secretary of the Missouri W. A., was the committee's secretary.

"Midwest Warehousemen's Association" was originally selected as the name but this was extended so as to take in transfer operators, although there was some opposition to this broadening of scope.

The organization has three divisions—cold storage, household goods and merchandise.

The several State associations will continue in existence until such time as the new organization may demonstrate them as unnecessary. Their dues will be reduced meanwhile and they will concentrate largely on States' legislative situations.

At the opening of the Kansas City meeting Mr. Cole pointed out that "the idea of a regional association originated long before the N. R. A.," adding:

"Of course we hope to be able to help in the formation and enforcement of a code for the industry, but for some time a need has existed for an organization that will embrace an economic rather than a political section—a region rather than a State. For there are few legislative or transportation decisions that do not affect every warehouseman in the four States equally; there is always a necessity for uniform tariffs; and there are other problems we can cope with effectively only as a regional group."

B. Frank Johnson, Fort Worth, secretary-manager of the Texas-Southwest Warehouse & Transfermen's Association, told the group:

"A larger potential membership and increased revenue give the regional a considerable advantage of power over the State or local association. With more money the association can render a

larger service. The manager can travel and sell the organization to non-members. The Texas-Southwest subscribes to a clipping service in its four States—Arkansas, western Louisiana, Oklahoma and Texas—and bulletins are prepared giving warehousemen all pertinent news, legislative developments, and advance information on long distance removals.

"Why should we in Missouri help warehousemen in Iowa?" someone may ask. Because when the manager of a regional association presents his case to a trunk line or legislative committee, he will be heard with a great deal more respect than if he represents only a State association.

"For the first time the trade association was recognized by Governmental authority when President Roosevelt placed the responsibility for the success of the N.R.A. largely on trade associations. Consequently, time and conditions for aggressive organization are the most favorable in the history of the business."

Mr. Johnson, who has been in organization work for many years, has worked out a formula for a successful organization:

"Capable, full-time, well-paid leadership; frequent and personal contact—letters and bulletins are not enough; regular, systematic, dependable communication, such as the bulletin, which makes members feel they are a part of the organization; something to sell: information when he wants and needs it, setting up (in the Texas-Southwest) a justifiable differential between rates of big and little warehousemen—this is working 100 per cent in the Texas-Southwest; cooperative buying; service in local problems: the secretary-manager can go into local communities and settle such problems as a mediator; etc.

"An organization that will do any good will cost something," Mr. Johnson warned.

The general session of the convention passed a resolution approving the codes of the American Warehouse Association and the National Furniture Warehousemen's Association, and agreeing to work under them when adopted. This motion followed the action of the household goods division empowering the N. F. W. A. to represent it in working out and presenting a code to Washington; and the similar action of the merchandise division in respect to the A. W. A.

Sidney A. Smith, Chicago, president of the A. W. A. merchandise division, and Ralph J. Wood, Chicago, secretary of the N. F. W. A., flew to Kansas City.

Mr. Smith pointed out that "we are about to engage in the greatest piece of cooperation the world has ever seen. It must succeed."

Mr. Smith sat through the sessions of the merchandise division to answer questions on the code. Mr. Wood performed a similar service for the household division.

W. A. Sammis, Kansas City, was chairman of the merchandise divisional meeting. The division authorized the Midwest association's tariff committee (composed of one representative from each State) to work out a system of tariffs, starting

### Heads Group of Illini



Fred W. Bohl, proprietor of The Corn-Belt Warehouse of Galesburg, recently chosen president of Central Warehousemen's Association of Illinois

with Illinois Tariff No. 9 as a base. Mr. Smith advised cooperation with other regional organizations in this respect in order that tariff structures might be harmonized. The tariff committee is composed of Melvin Bekins, Omaha; W. A. Sammis, Kansas City; M. E. Cuykendall, Wichita; and H. D. Liddle, Des Moines.

### Household Goods Rates

The household goods division, under the co-chairmanship of George C. Dintelmann and George Harmer, adopted a motion asking for a special household goods rate committee to investigate tariffs in the four States and report at the next meeting, with recommendations looking toward a harmonious and standard rate structure.

Another memorial asking the household goods division to recommend to its members the immediate adoption of the N.R.A. code and pledge itself to support the President in his efforts toward industrial recovery.

The household goods division brought up the question of State restrictions on foreign vans. In Iowa there are none; Nebraska and Kansas work on a somewhat flexible reciprocal basis; and Missouri has a reciprocal licensing system administered by the secretary of state and a non-reciprocal fee system administered by the Public Service Commission.

One warehouseman explained the unusual insurance requirement of Kansas, which makes all trucks liable, whether covered directly by insurance or not; if not, the company is automatically responsible.

Warehousemen at Omaha have adopted a temporary tariff on household goods and sent copies to warehousemen in fifty selected cities in order to secure cooperation from those coming into Omaha.

Household goods warehousemen agreed

that the hundredweight basis for estimating and charging for a load in cross-country hauling produced a better revenue, was more satisfactory to customers, and was easier to keep together on, than the cubic-foot basis.

In closing, Mr. Cole urged immediate building of the organization to maximum strength. Accomplishment of many things was necessary, not in a week or month, but now, he declared.

A luncheon at the Meadow Lake Country Club followed the convention.

### A State Association Is Formed in Arizona With Coffin as Its President

THE N. R. A. developments have brought about a revival of the Arizona State organization which died several years ago because of lack of interest. The Arizona Transfer and Warehouse Association was formed at Phoenix in August. It embraces operators engaged in storage of used furniture or its transportation over short or long distances. Officers were elected as follows:

President, William Coffin, Lightning Transfer & Storage Co., Phoenix.

Vice-President, E. R. Beton, secretary Citizens Transfer & Storage Co., Inc., Tucson; F. A. Thomas, Arrow Van & Storage Co., Phoenix; Ernest E. Chambers, secretary Chambers Transfer & Storage Co., Phoenix.

Secretary-Treasurer, H. W. Harpham, secretary Tucson Warehouse & Transfer Company, Tucson.

—R. M. Roberts.

### Local Is Formed in Queens County, in New York City

THE Household Movers Association of Queens County, Inc., has been organized and includes more than a hundred members, including warehouse firms. Queens County, wholly within New York City, has a million and a half population. The new group is backing the N. R. A. code efforts of the National Furniture Warehousemen's Association, several of the members of which are identified with the Queens association. The officers and directors are:

President, Stuart Welsh, Independent Moving Co., Inc., Woodside.

Vice-President, Leo E. Flynn, president Leo E. Flynn, Inc., Jackson Heights.

Secretary, John F. FitzGerald, manager Queensboro Storage Warehouse, Inc., Richmond Hill.

Treasurer, P. Lando, Lando Van Co., Astoria.

Directors, Michael A. Lenihan, secretary Lenihan, Inc., Jackson Heights; J. F. Blackham, Flushing; Conrad Rhodes, Jr., Rhodes & Schoenfeld, Astoria.

The association is prosecuting the "ice-man-movers" who operate without required cartage licenses; and has succeeded in eliminating cut-price advertising in some districts. The members are working under a code of fair competition. A double-headed Keystone, in red on a yellow background, has been selected as the association's emblem.

### Jacobs Leaves "MassWA" to Guide Industrial Recovery for National Confectioners

OLIN M. JACOBS, for several years secretary of the Massachusetts Warehousemen's Association, has been appointed managing director of the industrial recovery division of the National Confectioners' Association of the United States, Inc., which has headquarters at 111 West Washington Street, Chicago. For the past eight years he had been secretary of the New England Manufacturing Confectioners' Association, at the same time serving the State warehouse group.

Mr. Jacobs has assumed his new duties, working with the national confectioners in completing an N.R.A. code of trade practices. Charles E. Nichols, vice-president of the Massachusetts W. A., is secretary temporarily.

A native of Pennsylvania and a graduate of Wyoming Seminary, of the Dean School of Business and of Syracuse University, Mr. Jacobs spent a year at the Harvard Graduate School, where he received the degree of Master of Arts. His trade association work began fourteen years ago, interrupted by a period in sales and general management.

—C. Frederic Wellington.

### New York Port Warehousemen Protest "Free Storage" on the Local Steamship Piers

THE Warehousemen's Association of the Port of New York has protested to the Port of New York Authority against free storage of freight on steamship piers. The Maritime Association of the Port of New York has joined issue with the warehouse interests.

Shippers are entitled to a few days' free storage of their incoming freight on the piers of the lines transporting the freight, but the steamship companies, the warehouse association charges, have extended permits beyond the usual limits, resulting in a diversion of business to which, the warehousemen contend, they are entitled. The warehouse group has asked that the steamship practice be investigated at a public hearing.

Resolutions adopted by the Maritime Association oppose the free storage practice as "a burden upon steamship companies which cannot be justified and which should be prevented" and recommends that legislation be prepared, if necessary, to abolish the practice.

### Denver Local Adopts a Code of Fair Practice

A CODE adopted by the Movers and Warehousemen's Association of Denver divides operators into two classes, each having a standard rate schedule, and provides a set of fair practice agreements. Effective Aug. 1, it has been signed by about forty of the city's movers and warehousemen, and it was considered almost certain that the others would

fall into line. The code will be the basis of a permanent agreement.

The Class A movers charge on the following basis: van or truck and two men, \$3.50 an hour; van or truck and three men, \$4.50; carry job (2 men) where no van is needed, \$3.00. Customers will be charged from the time the men start loading at the house, to which is added one-half hour for driving time.

Class B prices are just 50 cents per hour below the A rate schedule.

Equipment is the principal consideration in determining class.

The wage and hour provisions of the code are as follows: regular men, 60 cents an hour; maximum employee working week, 40 hours, and in case it is necessary for a man to work over this limit to finish a job, an adjustment will be made the following week; work before 8 A. M. or after 5 P. M. on week days, and work on Saturday afternoons, Sundays or legal holidays shall be paid for on time and one-half basis.

A price schedule on hauling crated furniture from pool cars or to the freight depot is also set up.

Another section establishes a piano moving rate schedule; and a fee is made for delivery and pickup of moving boxes.

Other provisions include a recommendation that the practice of sending estimators on moving jobs be discontinued; an agreement that no moving be done on a flat price basis; that members are to encourage the use of three men on moving jobs of any size, with the idea of effecting a saving for the customer and giving additional employment.

Trade practices and rules of conduct set forth by the National Furniture Warehousemen's Association were adopted almost verbatim.

—Lucius S. Flint.

### New Cleveland Job Form a Blow at Rate Shopping

THE Cleveland Furniture Warehousemen's Association has adopted a standard price job form which details the various furniture pieces under room-groups with the average space required per article and the wrapping charge for each.

The form is designed to eliminate wider differences in competitive bidding, these variations in the past having been a big factor in undermining profits, as prospective customers had become educated to the shopping process, comparing prices and chiseling the cost down as warehousemen's expense.

The form has been in use sufficiently long for the benefits to become apparent. Even the old timers found that their general estimates had in many cases fallen under the actual cubic-inch requirements. Under the new system there can be very little fluctuation and a profit is assured on every contract.

The Cleveland method calls for an original and two carbons, one of which is given to the customer and one sent to O. L. Scott, president of Scott Storage Inc., who has been appointed judge and mediator. In case of conflicts and er-

rors, Mr. Scott is the man who decides the issue for all parties concerned. The carbon sheets are filed as a record of each transaction.

It has been observed that customers, after trying two or more places and finding a universal form in use, are now doing less shopping around. Each warehouse has a definite standard on which to make its proposals, and all have the assurance that others will not cut under them.

—Wilson B. Fiske.

### Haulers and Highway Users In Ohio Consolidate Into Strong State Association

MERGER of the Ohio Association of Commercial Haulers and the Ohio Highway Users Association, Inc., into the Ohio Highway Users Federation was effected at a meeting of about 250 truckers, representing more than half the State for hire operators, at the Deshler-Wallick Hotel in Columbus on Aug. 8.

It was announced that the Ohio Association of Commercial Haulers does not lost its identity. Frank E. Kirby, Columbus, for years the secretary, will be in charge of the activities of the haulers' division.

The Federation, to be incorporated under Ohio laws, will include some twenty-five classes of truck and horse-drawn vehicles as contemplated under the national industrial recovery Act.

A joint committee representing the consolidated bodies and allied organizations will prepare constitution and by-laws, dues schedule, membership classifications, etc., so as to make the new association represent every phase of the trucking and hauling business.

Lee B. Palmer, Columbus, head of the Ohio Farm Bureau Federation, is president of the Ohio Highway Users Federation. The vice-presidents are Glen R. Ward, Columbus, former president of the O. A. C. H.; Col. C. O. Sherrill, Cincinnati, an officer of the Kroger Grocery & Baking Co.; and H. M. O'Neill, Cleveland, of the Motor Express, Inc. The directors will include one representative of each State and local group affiliating with the new organization. Headquarters will be in Columbus.

—J. W. Lehman.

### New Orleans Warehouses Organize Association; Maloney, Jr., President

ANNOUNCEMENT is made of the organizing of the New Orleans Warehousemen's Association, with officers as follows:

President, Paul Maloney, Jr., president Maloney Trucking & Storage, Inc.  
Vice-President, T. E. Gannett, president Standard Warehouse Company, Inc.

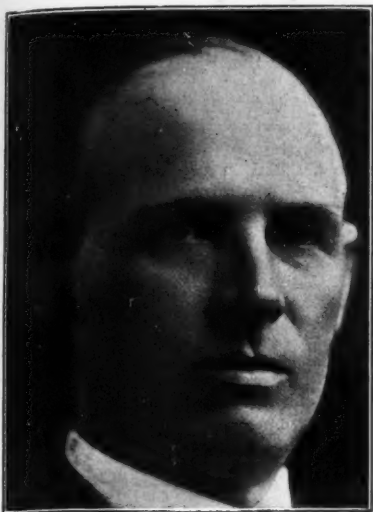
Secretary, E. B. Fontaine, president Commercial Terminal Warehouse Co.

Treasurer, Sidney Frank, General Warehouse & Forwarding Co.

Executive committee, the foregoing



## New Leaders in Warehouse Trade Association Field



Ernest T. Chadwell, first president of the Nashville Transfer & Storage Association.



Guido J. Hansen, who has been elected president of the Wisconsin Warehousemen's Association.



Paul Maloney, Jr., whom the New Orleans Warehousemen's Association has elected as the first president.

and R. W. Dietrich, president Dietrich & Wiltz, Inc.; Jay Weil, president Douglas Public Service Corp., Inc.; Charles A. Thiel, manager Orleans Warehouses Corporation, Inc.

A code of ethics and practices is in process of formation.

—J. W. Leigh.

### Hansen Elected President of Wisconsin Association; the N.R.A. Is Discussed

THE Wisconsin Warehousemen's Association, embracing the merchandise, household goods and cold storage branches of the industry, held its annual meeting on Aug. 8 at the Hotel Pfister in Milwaukee, with the national industrial recovery law, codes, and State licensing as the principal topics of discussion. Officers and directors were elected as follows:

President, G. J. Hansen, president Hansen Storage Co., Milwaukee.

Secretary, Anthony L. Fischer, manager Atlas Storage Co., Milwaukee.

Treasurer, George E. Nelson, manager Otto Nelson & Sons, Kenosha.

Directors: Henry P. Melius, secretary Boulevard Fireproof Warehouse Co., Inc., Milwaukee; Oscar W. Kreutzer, secretary United Fire Proof Warehouse Co., Milwaukee; A. A. Grueschow, president Grueschow Furniture Packing Company, Milwaukee; Henry C. Kuehn, secretary Wisconsin Cold Storage Co., Milwaukee; Harvey S. Paull, president Milwaukee Cold Storage Co., Milwaukee.

Mr. Hansen, presiding, urged all the members to enroll under the N. R. A.'s Blue Eagle. In his own business little difficulty had been found in rearranging

employment, he said, although at first the task had seemed insurmountable.

Sidney A. Smith, Chicago, president of the merchandise division of the American Warehousemen's Association, said the division's code offered not only an obligation but an opportunity. He warned that the N. R. A. could succeed only as everyone got behind it and helped put it over. He declared it was impossible to draw up a code which would be perfect for any industry; and that any code must consider those within an industry, affiliated industries, and the public. He emphasized that the recovery Act was labor legislation and that this must be considered by all. In defense of lower wages now prevalent, he said warehousemen had been unable to cut taxes and other expenses except the payroll. He held that the warehousemen's customers should pay for the complicated services now commonly rendered instead of for simply storage as previously and said this would bring about wage increases. He added that the A. W. A. would be glad to encourage local associations and help them solve their problems.

William R. Hoag, Chicago, spoke as a representative of the National Furniture Warehousemen's Association.

Erwin J. Ott of the Milwaukee Chamber of Commerce discussed the N. R. A. blanket code and its application to warehousing. Emphasizing the necessity of enrolling, he pointed out how many retail merchants had already been forced to do so because of public opinion and loss of business.

Spokesmen for the several branches reported progress in the efforts to cooperate with the national associations under the N. R. A. codes.

Charles Pulley, chairman of the bonded warehouse committee of the State Department of Agriculture and Markets, and R. A. Orchard of that department discussed and interpreted Wisconsin's new warehouse bonding and licensing law.

—E. Chet. Shanks.

### Local Group Organizes in Hudson County, N. J.

A NEW local association, the Warehouse and Van Owners of Hudson County, has been organized in Jersey City, N. J., with forty warehouse and van operators as members.

The president is F. J. Beddages, manager of Glock Bros. Charles F. Duke, of C. F. Duke, is vice-president. Henry Freer, of Henry's Vans, Inc., was named temporary secretary, and Charles Hoag temporary treasurer.

Warehouse companies identified include the Bergen Storage Warehouse Co., Jersey City; Empire Moving & Storage Co., Bayonne; K. & E. DeLuxe Padded Van Co., Jersey City, and Nyman's Moving & Storage Co., Jersey City.

—Charles S. Zack.

### New Nutmeg Local

Storage and transfer companies in Norwalk, Westport, Wilson and Darien, in Fairfield County, Conn., have organized the Central Fairfield Truckmen's Association. Edward C. Nash, Westport, vice-president of the Connecticut Warehousemen's Association, heads a committee preparing by-laws.

—Charles B. Barr.

### Colorado Common Carriers and Independent Truckmen Merge Their Associations

**F**ORMATION of the Colorado Federation of Commercial Carriers early in August marked what will probably be the permanent end of a long standing war between the Motor Truck Common Carriers and the Independent Truckmen's Association. The two have banded together under the leadership of the following officers:

Marion F. Jones, secretary of the Independent Truckmen's Association, president; Robert v-H. Work, Denver, first vice-president; Ovid Ludlow, president of the Independent Truckmen's Association, second vice-president; V. G. Garnett of the Milk Haulers Association, treasurer; and H. A. Winter, secretary of the Motor Traffic Protective Association, secretary. The common carriers are further represented by Lloyd P. Davis, president of the Motor Truck Common Carriers Association, and James F. Duffy, Denver, president of the Colorado Transfer & Warehousemen's Association.

The new association will elect a national director to the board of the American Highway Freight Association. Also, a tentative code was drawn up at a special open meeting on Aug. 4, but this was not to come up for ratification until later in the month. The rate schedule is based on the tariff of the Colorado Transfer & Warehousemen's Association, which was first filed about seven years ago; it has since been revised frequently.

The bone of contention between the independents and the common carriers has been in relation to the State law. The common carrier has felt that his tariff, equipment investment and necessity for maintaining schedules gave the independent operator, most of whose business is of the contract variety, an unfair advantage because he could charge considerably lower rates. It is believed that the adoption of an equitable rate structure and a fair practices code will eliminate these differences.

—Lucius S. Flint.

### Texas-Southwest Annual at Mineral Wells Sept. 8-9

**T**HE annual convention of the Texas-Southwest Warehouse & Transfermen's Association will be held at Mineral Wells, Texas, on Sept. 8 and 9, it was announced on Aug. 19 by the secretary-manager, B. Frank Johnson, Fort Worth.

### Credit Reporting Service of Denver Local Group Is Operating Advantageously

**T**HE recently-organized credit reporting service of the Movers and Warehousemen's Association of Denver is working out to excellent advantage. The names of more than 700 unsatisfactory credit risks were included in the first bulletin sent out by executive secretary,

J. E. Rowan, and many members report substantial savings due to being furnished the information.

The association has now made an arrangement with the local Retail Credit Men's Association whereby any member can get complete data on the general record of a person for only a fraction of the usual sum. The association has taken out a membership—the fee is \$35—and it is only necessary for a member to call the association office to get a listing.

—Lucius S. Flint.

### Warehouse and Van Men Form a Paterson Local

**T**HE Paterson Van Owners' Association has been organized, with member firms including warehouse and van operators in Paterson, Passaic and Clifton, N. J. John F. McBride is president.

The charter members include Dave Levine, Inc., Paterson; Lent Moving & Trucking Co., Paterson; Bell Brothers, Passaic; and the Clifton Reliable Movers Co., Clifton.

Moving on the hourly basis will be established.

—Charles S. Zack.

### Chadwell Heads New Local in Nashville

**F**OR purposes of cooperation under the national industrial recovery law the Nashville Transfer & Storage Association has been organized.

Ernest T. Chadwell, vice-president of the Bond-Chadwell Co., is president. Charles B. Primm, president of the Central Van & Storage Co., is secretary. Vice-presidents and directors represent the various branches of the industry.

—Edward Webb.

### Local Association is Organized in Miami

**T**HE N. R. A. movement has brought the Greater Miami Transfer & Storage Association in existence, with member companies operating in Miami, Miami Beach, Coral Gables, Homestead, Hialeah, Miami Shores, Opa-locka and South Miami. Virtually a hundred per cent of the city's warehouse and transfer firms have joined.

Walter Ludlam, of the Walter Ludlam Transfer Co., Inc., is president. T. B. Grady, of the Leonard Bros. Transfer & Storage Co., is secretary.

—E. W. Sudlow.

### Stamford Local Formed

The Stamford Van Owners' Association has been organized with a charter membership of twenty transfer and storage companies operating in Stamford, Greenwich, Old Greenwich, Cos Cob and Darien, Conn. At a meeting in the Stamford warehouse of William H. Schaefer & Son, Inc., the group elected James E. Patrick, of St. Patrick & Son, Stamford, president; Peter Gallo first vice-president, Louis Hunt second vice-president, and H. G. Williamson secretary. A schedule of rates and wages was adopted.

### Local Groups Being Organized in Cities in Southern States

**W**AREHOUSEMEN in cities throughout the South have been organizing for operation under the National Recovery Administration and indications are that every important city in the South will soon have at least one local trade association functioning.

#### Atlanta

The Atlanta Merchandise Warehousemen's Association has been formed. The officers are:

President, Milner T. LaHatte, president Southeastern Bonded Warehouses. Vice-President, Thomas Moore, Moore Bonded Warehouses.

Secretary and Treasurer, O. V. Hukill, secretary M. & M. Warehouse Co.

Directors, D. L. Shanno, president Security Warehouse Co., and B. P. Hunter, president General Warehouse & Storage Co.

Approximately 90 per cent of the city's merchandise warehousing is represented in the membership.

The Atlanta division of the Confederated Household Goods Movers of Georgia has been organized with the following officers:

President, W. L. Inglis, president Cathcart Allied Storage Co.

Vice-president, J. U. H. Barker, owner Barker Warehouse; Frank A. Bumstead, vice-president John J. Woodside Storage Co., Inc.; H. C. Zaban, president Zaban Storage Co., Inc.

Secretary, George Sebold, president Walker Storage & Van Co.

Treasurer, J. M. Cherry, president Cherry Transfer & Storage Company, Inc.

#### Birmingham

In Birmingham the Birmingham Transfer & Warehouse Association has been formed, apparently supplanting the old Birmingham Warehousemen's Club. The officers of the new organization, which includes both merchandise and household goods operators, are:

President, George C. Harris, president Harris Transfer & Warehouse Co.

First Vice-President, Carl F. Wittichen, president Wittichen Transfer & Warehouse Company.

Second Vice-President, Jack Allison.

Secretary, J. J. Cowan, secretary of the Harris company.

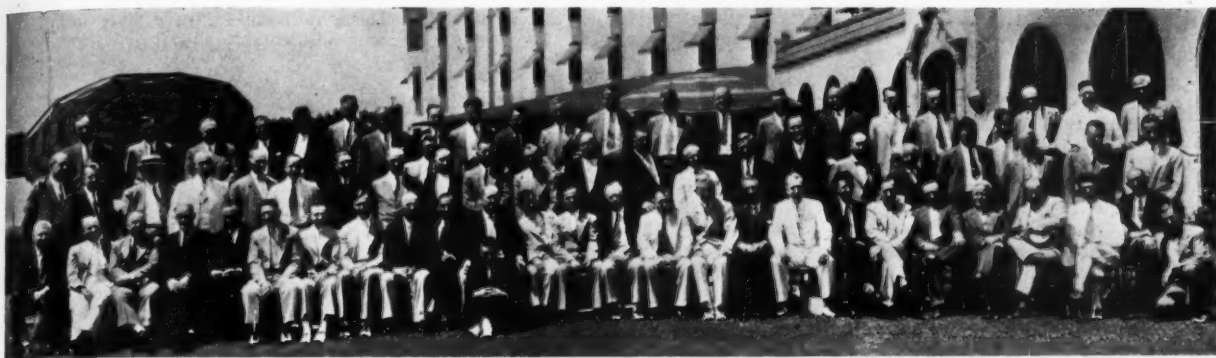
Treasurer, J. G. Shaw.

In Tuscaloosa, Ala., the Tuscaloosa Transfer Association has been organized. The president is C. C. Moore, owner Daniel-Simpson Transfer Coal Co.; the vice-president is J. W. Moore, partner Robertson Transfer Co.; and the secretary-treasurer is J. M. Coker.

Other southern cities where locals have been or are being formed include Charleston, S. C.; Columbia, S. C.; Durham, N. C.; Jackson, Miss.; Jacksonville, Fla.; Lake Worth, Fla.; Memphis, Tenn.; Miami, Fla.; Nashville, Tenn.; New Orleans, La.; Ocala, Fla.; Orlando, Fla.; and Norfolk, Va.

—J. H. Reed.

Mid-Western "Storagers" at Lake Wawasee



Some of the delegates who attended the second annual meeting of Great Lakes regional warehouse executives at the Indiana resort in July

Nebraskans Form a  
State Association;  
Knowles President

THE Nebraska Warehouse & Transporters' Association has been organized and has become affiliated with the organization newly-formed by storage executives of Nebraska, Iowa, Kansas and Missouri. Semi-monthly meetings are held, at Omaha and Lincoln. At this time the group is concentrating on the N. R. A. situation. Officers and directors are as follows:

President, Charles Knowles, president Knowles Moving & Storage Company, Omaha.

Vice-president, Raymond Osborn, vice-president Sullivan Transfer & Storage Co., Lincoln.

Secretary, E. W. Stimble, Union Terminal Warehouse Co., Lincoln.

Treasurer, F. C. Robbins, treasurer I-Go Van & Storage Co., Omaha.

Directors, H. W. Borley, president Borley Storage & Transfer Co., Inc., Hastings; Melvin Bekins, manager Bekins Omaha Van & Storage Co., Omaha; W. H. Sullivan, president Sullivan Transfer & Storage Co., Lincoln; R. H. Bushman, manager Bushman Warehouse Co., Omaha; G. A. Ayer, Ayer's Storage & Distributing Co., Oxford; E. L. Hofman, manager Jerpe Cold Storage Co., Omaha.

Southern to Meet in  
Atlanta Nov. 17-18

ANNOUNCEMENT is made by Mrs. Lorena W. Coop, Atlanta, executive secretary of the Southern Warehousemen's Association, that the Southern's annual meeting will be held at Atlanta on Nov. 17 and 18.

—J. H. Reed.

Ban on Cut-Rate "Ads"

The recently-organized Cleveland Van Operators' Association, the president of which is Charles J. Armitage of the People's Cartage & Storage Co., has pre-

vailed upon local newspapers to refrain from publishing cut-rate price advertisements offered by movers willing to transport household goods at 75 cents or \$1 a room—rates held to be below cost and therefore unprofitable.

—Wilson B. Fiske.

Only an informed industry  
can act intelligently.

The latest warehousing developments under the national industrial recovery Act are set down in the stories beginning on page 7.

YOU—operating as a business man—are definitely affected by what is taking place.

Read the stories—for they foreshadow your business future!

Central New Jersey  
Local Is Organized

WITH warehouse firms in its membership the Central Truck Owners' Association has been formed in Mercer County, New Jersey, with headquarters in Trenton. It will be chartered under State laws and aims to eliminate unfair competition and trade practices and to standardize conditions.

C. Lewis Lavine, president Prospect Warehouses, Inc., Trenton, is president. The vice-presidents include Frederick Petry, Jr., president Petry Express & Storage Co., Trenton, and president of the New Jersey Furniture Warehousemen's Association.

—L. R. W. Allison

When you ship goods to a fellow warehouseman, use the Monthly Directory of Warehouses.

Racketeers Are Active  
Against Van Operators  
Entering Philadelphia

DRIVERS of moving vans and trucks entering Philadelphia have been approached by "load insurance" racketeers to the extent that the city's newspapers have been commenting editorially on the situation. Here is how the *Public Ledger* reviewed it:

"Moving vans that enter Philadelphia from cities of other States are reported to be the victims of a newly discovered form of racketeering. They are approached by men representing themselves as salesmen of 'load insurance,' who inform the drivers they had better pay a 'premium' then and there. If they refuse, they are apt to find tires slashed, holes punched in gasoline tanks, acid thrown in the loads or some form of destructive vandalism. Interstate moving concerns, it is said, either refuse to accept loads to Philadelphia or else pay the blackmail and charge it to the client in the form of increased rates.

"This form of extortion is presumably found in other large cities where there are gangs disturbed at the dwindling earnings of various rackets that have grown up around bootlegging. This is just one more item in Philadelphia and elsewhere which should hasten the inevitable war of extermination on the racketeers."

Bekins Acquires  
Alhambra Firm

The Bekins Van & Storage Co., operating in various California cities, has added to its chain the Alhambra Transfer & Storage Co., Alhambra, according to announcement by Ruel R. Neiger, for many years the latter firm's president and manager.

No change in the Alhambra company's name is contemplated at this time. Mr. Neiger continues as manager.



(Concluded from page 28)

shut off the vacant storeroom or old garage) the warehouseman will find among the creditors either a bank or a

manufacturer who understands the superior safety of a professional warehouse. One of these could make the necessary "touch" with the "conservator" to

swing the storing where it ought to go. The great advantage of such new business is that it is controlled right at home. Every individual lives in your own town.

## 5 Financing the Local Merchant

**I**N the issue of this publication for last month, pp. 34-36, the warehouseman was urged to "explain the warehouse to his banker."

Inasmuch as that issue is so recent as to be available, we shall not repeat what was there set forth.

Permit me, however, to re-emphasize that by explaining the warehouse to his local banker a warehouseman can tap a source of new business which is not open to the inter-city trucker. One month ago, in that article, I stated:

"In this one opportunity for new busi-

ness there is a prospect of more volume of goods for storage than all the losses of volume of the past four years."

That statement alluded to cold storage, furniture and merchandise alike.

Since those words were written much "water has flowed over the dam" of business in this country. From city after city reports reach me of new accounts and unsuspected new volume which alert warehousemen are bringing to their houses by talking with their bankers and showing them how to loan money and remain "liquid."

The revised law for our banks, the banking flare-up of March, and the new insistence for loans wholly "eligible," hold a world of volume for such of our warehouses as will go out and fight for the business. The fighting is not with inter-city truckers. It is merely a sort of friendly battle to explain how the warehouse can finance local merchants. The new banking law marks a new era for our warehousing.

Hunt up last month's issue and re-read.

### Conclusion:

#### Insure Your Business

**B**EYOND these five courses open to the warehouse threatened by inter-city truckers there are others. We have touched on only five methods.

Each of them gives the warehouseman good reason to approach a prospect and offer to "save money" for him by showing a better, and a cheaper, way to carry on his business. No word is dearer, these days, than "save money."

Any warehouseman who allows his house to be steam-rolled out of existence by the inter-city trucks is a quitter. Nothing less. The truckers do threaten one sort of our storage volume

—namely, the goods of national distributors. Some of them may quit some warehouses in secondary centers. Others of them will come to those very warehouses in their need for tiny deliveries.

But, even with the threat, no warehouseman should throw up his hands. More volume, and highly profitable volume, lies right at home. To get this business is the least expensive of all the accounts coming to a warehouse, because the solicitation lies within your home town. It is, especially, business of the sort that no inter-city trucker can touch. He will not bother you about it, for the

reason that it involves mostly storing and specialized services and very little transportation from one city to the next.

Hence, reverting to our question "What are the trucks going to do to us?" we now reply:

"I don't know. And I don't care! There's more volume ahead for the merchandise warehouse than all the truckers can take from us. The new business is the kind they can never touch. When I get it under the roof, I've insured my business for the future and created an estate for Mrs. Wife."

## Eastman Sends Questionnaires to Shippers and Rail Executives to Ascertain Why Business Is Being Lost to Motor Trucks

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

**I**N an effort to find out just why shippers are leaving the rails and taking to trucks, and to help the railroads improve their methods of handling and charging for freight service, Federal Coordinator of Transportation Joseph B. Eastman has sent a questionnaire to 100,000 shippers and receivers of less-than-carload, package and parcel freight.

The questionnaire was prepared by the Coordinator's section of transportation service, under direction of J. R. Turney. Mr. Eastman said sending it out was the first step in a nationwide market survey of transportation, which will be followed by other questionnaires to be sent to the various classes of carriers.

"It is hoped to centralize and coordinate efforts in this direction [greater economy and more efficient and attrac-

tive service better adapted to present-day conditions] which the carriers are making individually," said Mr. Eastman. "The Coordinator recognizes that before any constructive plan can be devised it is essential to obtain the suggestions of shippers and full information as to their service requirements."

Mr. Eastman said his section of transportation service hoped to complete the summaries and analyses of returns to the questionnaire by Sept. 1. If it succeeds in this it probably will constitute a record for Governmental questionnaire analyzing, as the forms were sent out on Aug. 12.

The Eastman questionnaire, unlike many of the Governmental type, is brief. It asks for estimates of the tonnage of merchandise transported in 1932 by L.C.L. freight service, forwarders or consolidators, express, and by truck.

Those to whom the questionnaire was sent were asked to state why they had started to use trucks in preference to

rail service by checking the following reasons: simpler classification or rates; cheaper packing; store-door pick-up; store-door delivery; cheaper total cost; faster service; more flexible or convenient service; late acceptance of shipments; less damage to or loss of freight; and personal friendship or interest.

They also were asked to check these reasons for limiting use of trucks: charges too high; lack of uniformity; lack of responsibility; failure to maintain regular schedule; pick-up or delivery inconvenient; excessive loss or damage.

They are asked whether they want the railroads to perform pick-up and delivery service, pick-up only, delivery only, or neither pick-up nor delivery.

**A**DDITIONAL questionnaires have been sent to railroad executives by Joseph B. Eastman, Federal Coordinator of Traffic, in his effort to ascertain just why railroads are losing traffic to

(Concluded on opposite page)

## Unrestrained and Destructive Truck Competition Hurts the Railroads, Commission Finds

DISTRIBUTION AND WAREHOUSING'S  
Washington Bureau,  
1157 National Press Building

LOSS by the rail carriers of some traffic to motor trucks and water competitors is both "natural and proper," the Interstate Commerce Commission said in its decision in Docket 26000, the general investigation into the freight rate structure in 1933.

The traffic which may be properly and naturally lost by the rails, the Commission said, is that which can be most economically handled by the other forms of transportation. Nevertheless, the Commission said, unrestrained and destructive competition between motor carriers and between water carriers and between both and rail carriers is not only having an unduly depressing effect on the revenues of the rails but is exerting a disorganizing influence on business in general and tending to prevent the maintenance of a stable and non-discriminatory rate adjustment by the rail lines.

"These conditions will undoubtedly exist so long as interstate motor and water carriers are exempt from requirements that their rates be published and maintained on a reasonable stable and non-discriminatory basis," the Commission said.

By far the most serious diversion of traffic from rail carriers in recent years has been to trucks, the Commission said. Recently, the Commission pointed out, loadings of carload freight have been increasing, but less-than-carload traffic has been lagging, due principally to inroads made by trucks.

"Carriers find it difficult, almost impossible in many cases, effectively to meet the competition of trucks, particularly contract carriers, because with certain exceptions the rates of such carriers are not filed with any Governmental agency and the trucks are free to quote any rate to shippers that will obtain the business," said the Commission.

The Commission pointed out that the rail carriers have made thousands of reductions in rates to meet truck competition in efforts to regain some of their lost tonnage or to prevent additional traffic from slipping away.

—Stephens Rippey.

## Railway Express Asks Definite Information on Labels for Agents

SHIPPERs and printers of shipping labels throughout the United States have been asked to cooperate with the Railway Express Agency, Inc., in providing specific instructions for express agents on labels bearing the usual notation to postmasters. From the general offices of the system in New York a statement was issued in August as follows:

"Label manufacturers can do a real service to their customers by suggesting to them that labels printed for use both

on parcel post and express shipments carry instructions to express agents, in addition to the usual instructions to postmasters.

"Most labels so printed carry only instructions to postmasters reading, 'If not delivered, for any reason, within ten days, return to sender', etc.

"Express agents receiving packages bearing such labels are naturally in a quandary as to whether or not to comply with such instructions addressed to postmasters. Some shippers insist that such instructions be followed by express agents, while others expect express agents to ignore them.

"Shippers who desire such instructions followed in all cases should address their instructions to postmasters and express agents. Shippers who expect a different handling for an express shipment, should have special instructions to express agents also printed on their labels. In this way one label may be used in both services without confusion."

## Position Wanted

BY young man 34 years of age, married, with high school education, eight years of experience.

Thoroughly experienced solicitor with executive ability. Interested in a permanent position with future. Economic conditions reason for severing last connection.

Address Box J-527 care of Distribution and Warehousing, 249 West 39th Street, New York City.

## Dressed Poultry Storage Warehouse for New York

Announcement is made by D. P. Kennedy, formerly vice-president of the Seaboard Terminal & Refrigeration Co., Jersey City, that interests which he heads are planning to erect a \$500,000 dressed poultry storage warehouse, with about 1,000,000 cubic feet of refrigeration space, on Washington Street between 13th and 14th Streets, New York City. New York Central elevated tracks will run through the fourth floor. On the ground floor will be installed stores for receivers of dressed poultry. A gravity system will be operated to connect the unloading coolers with the stores. The second floor will be occupied by offices.

## Cotter Buys City View Company in Akron

Cotter Warehouses, Inc., has purchased the business and equipment of the City View Storage Company, according to announcement by W. Lee Cotter, president of the former organization.

Thomas J. Jones, who recently became the City View's manager in succession to L. J. Daniels, will be manager of the acquired warehouse, which is at 70 Cherry Street.

## Eastman Sends Questionnaires to Learn Why Railroads Lose Business to the Motor Trucks

(Concluded from page 54)

trucks and what they can do to regain some of it.

One of these questionnaires was addressed to presidents of more than 100 of the larger railroads and the other to junior officers. That to the railroad presidents asks for detailed information as to L. C. L. freight received and shipped from cities having a population of 100,000 if located in the East or of 50,000 if in the South or the West.

Figures as to merchandise or package car schedules and tonnage also are requested. The presidents are asked to outline what experiments they have made in using motor trucks for collection or distribution of merchandise shipments; inter-city or intra-city movement of merchandise shipments; store door collection; if they have changed station hours for receipt, delivery or handling of L. C. L. shipments.

They are asked about improved methods of handling, billing or checking, loading, reducing transfers, and reducing the number, time, or expense of interchanges of L. C. L. freight between carriers.

## 27 Queries

The junior rail executives are asked to answer twenty-seven questions, all designed to get information and opinions as to what should be done about L. C. L. freight. Following are some of the questions which indicate the nature of Mr. Eastman's investigation:

"Is the railroad classification of L. C. L. freight unnecessarily complex or over-refined, and if so does this fact handicap the business of patrons or lessen the degree to which they would otherwise use railroad L. C. L. service?"

"Are the railroad packing requirements for L. C. L. shipments unnecessarily burdensome to their patrons, particularly when compared with the packing required for rail carload shipments?"

"Are rail L. C. L. rates relatively too inflexible for modern conditions, particularly with reference (a) to the fact that they are mileage rates or (b) are changed too infrequently or with too great delay?"

"Name (and elaborate) in the order of their importance the principal reasons why trucks have been successful in competing for merchandise traffic."

"Do you consider the handling of L. C. L. freight by forwarder or carloading companies desirable and do you feel that such transportation should be encouraged or discouraged?"

"Taking into consideration all elements of cost, is it your judgment that the handling of L. C. L. traffic by railroad is profitable?"

"Please state fully what you think the railroads themselves can or ought to do, if anything, to correct present conditions in the field of merchandise traffic?"

—Stephens Rippey.

## "Ferry-Truck," New Type of Service, to Be Operated by Cotton Belt from St. Louis

(Concluded from page 39)

petition, the Commission said. It decided the rates were not too low.

As originally presented, the tariff naming the rates did not require that more than one vehicle be loaded on a flat car, though the Cotton Belt said it anticipated that this would occur. The Commission said it appeared that the proposed rates would not be reasonably compensatory if they did not require loading of two motor vehicles to a car; consequently this provision must be made in the new tariffs it permitted the Cotton Belt to file.

It was pointed out, also, that the Cotton Belt was reasonably sure of a return haul on vehicles transported, its rates being the same whether the vehicles were loaded or empty.

The Commission's decision discussed the relative cost of hauling trucks and trailers by rail and over the road under their own power. Exact cost figures were difficult to obtain, the Commission said, but the Cotton Belt said the rates proposed from St. Louis to Blytheville, Jonesboro, Little Rock and Pine Bluff averaged about 15.91 cents a mile per vehicle, while the estimated cost of moving the vehicles under their own power for comparable distances was approximately 20.32 cents per mile.

The rail rates were designed to cover expenses which the truck operators would have to stand for gasoline, oil, grease, tires and tubes, maintenance, depreciation, drivers' wages, taxes, licenses, and insurance if they performed their own road-hauling.

Questions as to whether the service proposed was best adapted for the purpose, and as to whether it would benefit freight forwarders and truck operators more than it would the Cotton Belt, were not for it to decide, the Commission said, but for the railroad management.

In a dissenting opinion, Commissioner Hugh M. Tate said he felt the Cotton Belt's proposal should have been approved in its entirety and that the railroad should not be required to load two vehicles on one car. The carrier, he said, would always endeavor to have two vehicles for carriage instead of one.

"I am impressed with what I believe to have been shown to be the fact, that is, that whatever revenue is obtained by the rail carrier will be practically all extra revenue which it could not obtain except for the adoption of this method of meeting competition," said Mr. Tate.

"But even above this consideration is the thought that this coordination between the use of the rails and the use of vehicles which can pick up and deliver is a practical method of saving revenue for both forms of transportation and at the same time giving to the public the best service.

"It seems to me there is a field wherein the motor vehicle can render a service that cannot be rendered so efficiently by carriers operating entirely upon rails,

whereas, on the other hand, there are certain kinds of service which the carriers using the rails can always perform better.

"After all, the public should have great consideration, and we should endeavor to find or to permit, within the limitations of our authority, that kind of service, even where it be a coordination of the two methods of transportation, which can best serve the public needs. When such service, incidentally, will probably save for those carriers under our jurisdiction some of their revenue, there is the added reason for permitting the trial of the proposed plan."

—Stephens Rippey.

## Los Angeles Firm Retains Psychologist to Instruct Employees in Salesmanship

THE Los Angeles Warehouse Co., Los Angeles, has engaged Carroll Page Fiske, of Pasadena, a noted teacher of psychology, salesmanship and personality, to give its employees a series of lessons and lectures.

"When the new N.R.A. codes are finally worked out and accepted in our industry," according to W. H. Glanzman, the southern California firm's household goods department manager, "no longer will our solicitors be known as price cutters, chiselers and whatnot, but men who will go out into the field selling goodwill, character and service. Salesmanship will reach its top in the art of selling and every executive will be bound, or should be, to improve and polish up his contact men—in fact his entire personnel, because all jobs will be sold on what we actually represent and do. It will be necessary for every employee to be always alert, to boost his firm and work for its continued development, for no longer should price be the governing factor.

"Mr. Fiske has made a complete study of his science. He says that every contact is a potential sale, so it behooves one's entire personnel to learn and adopt new and up-to-date methods.

"It is suggested that every warehouseman take advantage of such instruction and avail himself of the opportunity to be prepared for the new era. For he who at this time gets his staff ready and realizes what is before him will be the one to get results.

"The national recovery Act makes it imperative that some of our methods of doing business be revised."

## F. A. Tonnies Retires

Frank A. Tonnies, long president of the Tonnies Transfer & Storage Co., Joplin, Mo., and one of the outstanding figures in warehouse trade association activity in the Central West, has retired from business after having been associated with it across four decades.

The Tonnies organization has consolidated with the Sunflower Lines, Inc., but will continue to operate under the Tonnies title. The management is now in the hands of Ray Saggert.

## Wisconsin Merchandise Warehouses Now Under Bond and License Law

A BILL providing for the licensing of public merchandise warehouses in Wisconsin has been signed by Gov. Schmedeman of that State.

"This law," according to G. J. Hansen, Milwaukee, president of the Wisconsin Warehousemen's Association, "in connection with codes both National and State, ought to help the warehousing industry tremendously."

The first section of the bill apparently exempts field warehousing, and the State's attorney general has been requested to prepare a written opinion on this point, as some of the members of the Wisconsin Warehousemen's Association are seeking to have field warehouses included within the scope of the Act.

The law provides for an annual license fee ranging from \$10 for warehousemen operating less than 10,000 square feet of space to \$50 for those having 150,000 square feet or more.

The warehouseman is required to file with the Department of Agriculture and Markets a bond ranging from \$5,000 for 10,000-square-foot operation to \$25,000 when 150,000 square feet or more is operated.

The law requires that a sign be posted, outside the main entrance of each warehouse, stating the name of the person, firm or corporation operating the warehouse; the license number granted the operator; and the statement that the business is public warehousing.

A warehouseman operating without first procuring license and bond as specified in the law is subject to a fine of not less than \$100 or more than \$500.

The Department of Agriculture and Markets is charged with enforcement of the Act and is authorized to make such rules and regulations as may be found necessary properly to enforce.

The Wisconsin Legislature enacted the bill by votes of 60 to 14 in the Assembly and 22 to 0 in the Senate.

## Philippine Quarantine

The Bekins Van & Storage Co., San Francisco, has been informed by the Dollar Steamship Lines that the Philippine Government has advised shippers that the Philippines' plant quarantine laws and regulations now strictly prohibit the use of rice straw and chaff for packing, binding or tying merchandise on cargo consigned for Philippine ports and will deny entry through the customs.

Under the regulations such cargos may be confiscated and the shippers will be subject to fines or imprisonment.

## Meaney Joins McCarthy

Howard J. Meaney, of Wilmette, Ill., has been appointed manager of the Glencoe, Ill., branch of the McCarthy Storage Warehouse Co., Chicago. He was formerly for five years associated with the Rensch Fireproof Warehouse, Wilmette, as estimator and office manager.



## Allied Distribution, Inc., Is Organized to Build Business for a Group of Warehouses, with Fifteen Charter Members

FRANK J. TULLY



WILLIS D. LEET



JOHN D. COLLIER



The three men who will handle sales, advertising, traffic and solicitation for Allied Distribution, Inc. Mr. Leet is the organizer of this cooperative group. Mr. Tully is in charge of the eastern office in New York City. Mr. Collier is the distribution expert and traffic counselor.

A NEW sales group organization, Allied Distribution, Inc., serving a selected list of merchandise warehouse companies, not more than one in any city, throughout the country, has been established, with headquarters in Chicago, and is now functioning. In its business-getting activities conducted cooperatively for its supporting warehouse clients, Allied enters the field in competition with the American Chain of Warehouses, Distribution Service, Inc., and similar agencies long established.

The following firms thus far have become identified with Allied:

Boston, Filtz Warehouse & Distributing Co.  
Buffalo, Larkin Co., Inc.  
Chicago, Griswold, Walker, Bateman Co.  
Cleveland, Lederer Terminal Warehouse Co.  
Dallas, Interstate Fireproof Storage & Transfer Co.  
Des Moines, White Line Transfer & Storage Co.  
Los Angeles, Metropolitan Warehouse Co.  
Minneapolis and St. Paul, Kedney Warehouse Co.  
New Orleans, Maloney Trucking & Storage, Inc.  
New York, Independent Warehouses, Inc.  
Rochester, Rochester Storage Warehouses, Inc.  
Salt Lake City, Central Warehouse Co.  
San Francisco, South End Warehouse Company.  
St. Louis, St. Louis Terminal Warehouse Company.  
Tulsa, Joe Hodges Fireproof Warehouse.

The group was brought together under the direction of Willis D. Leet, of Chicago, formerly western manager of *Distribution and Warehousing*. Except for a period, 1922-1926, when Mr. Leet resigned to organize and manage Distribution Service, Inc., he had, until recently, been associated with *Distribution and Warehousing* about twenty years.

Also identified with the new group are John D. Collier and Frank J. Tully, both nationally known in the traffic and distribution and warehouse field.

Mr. Collier will be Allied's distribution expert and traffic counsellor. He was formerly for five years traffic manager for Montgomery Ward & Co. and later was traffic manager and purchasing agent for the Kalman Steel Company. At one time he was manager of Westland Warehouses, Inc., Los Angeles.

Mr. Tully will be in charge of the group's eastern office, at 415 Greenwich Street, New York, the address of Independent Warehouses, Inc. He was formerly manager of National Warehousing, Inc., another cooperative organization.

### National Advertising

Allied plans direct solicitation of business for its clients, this work being supplemented by a national advertising campaign and by direct mail effort. It is announced that the group's sales representatives will contact particularly

those manufacturers and distributors not now using warehouses for routing their goods to markets.

Warehouse firms in cities other than those mentioned in the foregoing list will be added from time to time. Allied's Chicago headquarters offices are at 1525 Newberry Avenue, the address of the Griswold, Walker, Bateman Co.

### Squantum Base Not to Be a Warehouse Competitor

In connection with an Associated Press dispatch from Washington that Navy Department officials had announced that the Government's destroyer and submarine base at Squantum, Mass., would be withdrawn from the prospective lease market, it was learned in Boston that the Massachusetts Warehousemen's Association had protested against leasing of the property except on terms which would protect the public storage operators there from unreasonable competition.

The Navy Department received two bids. One was held not to comply with Government specifications. The other was declared to hold possibilities of unfair competition such as that feared by the Bay State warehouse organization.

The Navy Department indicated that further bids would be held in abeyance.

## Correspondents' Reports on N. R. A. Developments

(Concluded from page 23)

man of the local code committee, said Providence was asking also that employees be allowed to work more than 52 hours a week during peak periods, with overtime pay at 45 cents an hour.

The group asked also that men on long distance removals be permitted to work until completion of jobs. If this were prohibited under the code, Mr. McQueeney said, the cost of labor would be too great a burden and Providence movers would not be able to contract for long distance hauling.

—Walter Rutman.

### Springfield, Ill.

Representatives of warehouse and transfer companies and industrial not-for-hire truck operators met in Springfield, Ill., on Aug. 6, organized the Springfield Truck Operators' Association and, pending adoption of national codes, agreed to place employees on a 40-hour week and pay a minimum wage of 35 cents an hour.

—Mabel B. Pulliam.

### Wisconsin

Wisconsin household goods storage operators' recommendations to the National Furniture Warehousemen's Association in connection with the N. R. A. code were made on behalf of three groups—warehousemen, movers, and employees (affecting labor). The warehousemen's committee has as its chairman Oscar W. Kreutzer, secretary of the United Fire Proof Warehouse Co., Milwaukee, and a member of the National's code committee. The chairman of the moving committee is Willard Erasmus, of the United Van Service. The employees' committee is headed by William Miller, of the Luedke Storage Company.

Several meetings were held in August. At one in Milwaukee on the 9th, a schedule was adopted, for forwarding to the National, covering hours, wages and tariffs. This was unanimously adopted and it was recommended to the National that it be adopted for Milwaukee operators.

—E. Chet. Shanks.

### Milwaukee

Milwaukee's major household goods storage firms signed a temporary agreement in August covering moving and storage rates, pending adoption of the code of the National Furniture Warehousemen's Association.

It is the purpose of the provisional code to end chiseling and price cutting in order to achieve some of the benefits of code operation immediately.

The agreement will be in effect until the National's code is approved at Washington.

Moving, piano and hoisting, packing and storage are covered in the schedule

adopted. The resolution which the group adopted includes the following:

"That in the event this resolution should prove effective and all signatories to it faithfully abide by its terms, employees engaged in this industry proportionately be benefited through increase in hourly compensation."

—E. Chet. Shanks.

Only an informed industry  
can act intelligently.

The latest warehousing developments under the national industrial recovery Act are set down in the stories beginning on page 7.

YOU—operating as a business man—are definitely affected by what is taking place.

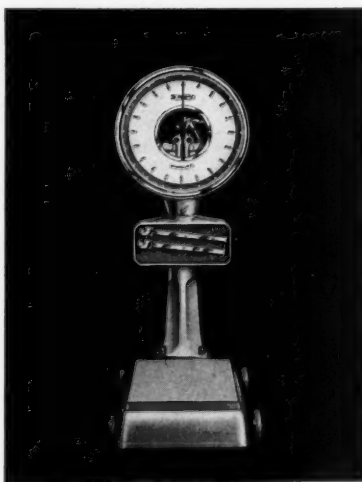
Read the stories—for they foreshadow your business future!

## New Kron Portable Scale Has Non-Overhang Platform

A NEW portable platform scale is announced by The Kron Co., Bridgeport, Conn., manufacturers of industrial dial scales.

The platform, 21 by 29 inches, is so designed that its plate does not overhang the suspension loops. These permit extreme loads to be placed on the very edges without disturbing the accuracy of the scales. It is stated that another important feature is that the levers have no lateral movement.

The scale is built with 4-wheel con-



struction, the wheels being made of a combination of Bakelite and rubber. Three-wheel construction can be furnished, however, and the scale fitted with a handle for easy movement about the plant.

The standard Kron improved ball bearing one-cam translation mechanism is part of the regular equipment.

## California Commission Sets New Deadline for Collecting "Undercharges" to Shippers

FOLLOWING a reopening of the inquiry into warehouse rates and practices in the Los Angeles district, conducted by the California Railroad Commission upon its own motion, the Commission has set Oct. 31 as the date by which local warehouses must collect any undercharges not in conformity with published tariffs. The order states further that the warehousemen effected by it must report to the Commission, not later than Nov. 10, the amount of undercharges collected and details of what steps have been taken to collect any sums not paid. The Commission states:

"At the further hearing those respondents admitting that they had deviated from their filed tariffs were called upon to state what action they had taken to bring about collection of the outstanding undercharges. They explained that all undercharge bills have been issued and have been presented to the storers with a demand for payment. A substantial amount of undercharges is still outstanding and the record is not convincing that certain of the respondents have exercised the good faith and due diligence required under the Commission's order. Also, several of them have erroneously reported that they did not deviate from their filed tariffs.

"While it appears that sufficient time in which to bring this matter to a conclusion has already elapsed in order that any contingencies may be fully provided for, respondents should be granted some further time in which to effect collection of any undercharges still outstanding. It should be expressly understood that any of them who on or before the date set shall not have informed the Commission under oath that all undercharges other than those authorized to be waived have been collected, will be subject to the penalties provided for by the statutes."

## Flood Waters Damage Basement Stocks of Kennicott - Patterson

THE Kennicott-Patterson Warehouse Corp., Denver, suffered a loss of several thousand dollars on Aug. 3 when, for the first time in many years, Cherry Creek, a normally dry stream running through the city, went on a rampage as a result of a break in the Castlewood dam near Castle Rock, and poured more than a billion gallons of water into Denver within a few hours, causing damage estimated at a million dollars.

The Kennicott - Patterson basement was completely flooded. The water caused a heavy loss on a large stock of cigars and cigarettes stored in one of the basements, and damaged a supply of canned goods. The exact amount of the loss could not be calculated until salvage possibilities were examined. The warehouse was without telephone service for some time as a result of the flood.

### William F. Coakley Dies; Veteran Storage Executive of Milwaukee Was Aged 66

WILLIAM F. COAKLEY, one of the Central West's picturesque characters in household goods warehousing, died on July 29 in a Milwaukee hospital after an illness of several weeks. For forty-five years he had been identified with the industry and was president of the Milwaukee firm—which he founded with his brother Charles H. Coakley—of Coakley Bros. Fireproof Warehouses. He was a member of the National Furniture Warehousemen's Association and the Wisconsin Warehousemen's Association and was a familiar figure at national and State conventions. He belonged also to the Canadian Storage & Transfermen's Association. He was 66 years old.

"Bill" Coakley and his brother Charles, the secretary and treasurer of the pres-



William F. Coakley

ent firm, had a joint bankroll of \$165 back in 1888, and they used it to establish the Lightning Messenger and Express Service. "Bill" Coakley used to recall that Lightning's red-capped messenger boys on broncos carried love letters—on a \$1.50 wage—for Milwaukee's swain. In those days the two brothers slept in their warehouse.

A horse-drawn van was purchased and a moving business was started. "Bill" Coakley, personally driving the rig to the home of a prospective customer, posed as a helper so there would be no extended arguments over the prices charged.

Seven or eight years later the Coakleys made the acquaintance of Frank H. Hebard, now president of the Hebard Storage Warehouses, Inc., Chicago. Mr. Hebard was then running six-horse tallyho coaches in Milwaukee in the summertime. Also they met William C. Reebe, founder of W. C. Reebe &

Brother, Inc., Chicago. The Chicago executives initiated the Coakleys in the mysteries of furniture warehousing. A friend advanced some money and erected a four-story building which the brothers rented for \$125 a month. Later they purchased the warehouse for \$24,000—and sold it, twenty-one years later, for \$85,000.

In 1911 the Coakleys built Wisconsin's first fireproof warehouse, at a cost of \$150,000. Subsequently they put up a \$360,000 fireproof structure in Milwaukee's "Millionaire Zone."

"Bill" Coakley did not put all his eggs in one basket. For eighteen years he operated the Jersey Lunch, which he later sold for \$25,000; and he controlled a lucrative sight-seeing bus business.

Mr. Coakley was a member of the Old Settlers Club and the Milwaukee Traffic Club. He is survived by his widow; a son, William F. Jr.; a daughter, Virginia; and two brothers, Charles and George.

### William Rednour, Sr., Dies

William Rednour, Sr., long identified with a transfer and storage business bearing his name in New Orleans, died on Aug. 10 at the age of 53. He left instructions for the business he founded to be carried on. He organized it thirty years ago and was the sole owner.

For the past few weeks Mr. Rednour had been active in the organizing of a local association under the national industrial recovery Act.

Mr. Rednour, a native of New Orleans, was a member of the United Van Lines and the Southern Truckmen's Association.

### Verrall Sees Clothing Manufacturers Turning to Public Warehouses

DEVELOPMENT of considerable business in the storage and distribution of items such as men's clothing, bathing suits, sweaters, etc., is expected by H. W. Verrall, operating executive of the Railway Terminal & Warehouse Company, Chicago, as a result of the current retail situation, according to Chicago correspondence to the New York *Daily News Record*. The latter's story continues:

"Mr. Verrall says that store rentals appear to be on the upgrade, as a result of which many retailers who have gained heart-breaking knowledge of the cost of doing business, or who will never again assume large overhead burdens, are renting smaller stores in which the stock will be very limited.

"They will need almost immediate delivery of replacement goods, he points out. If these cannot be provided by local manufacturers, they will have to come from stocks maintained by out-of-town producers. The out-of-town producer is not interested in the development of his branch house organization and is therefore turning to the use of the public warehouse, says Mr. Verrall."

### Shippers Should Link Telephone Advertising in National Campaigns

(Concluded from page 35)

products—to name a few, electric washing machines, bicycles, refrigerators, etc.

The national recovery Act has pointed the way to the manufacturer to bring about a more efficient distribution program, as manufacturers are being requested to become members of national trade Associations. The warehouse industry can be of great assistance to trade associations in providing facilities to the association, which in turn represents manufacturers, for the display, storage and distribution of their products. It would seem logical for national trade associations to analyze the distribution methods of their members. Such a study would undoubtedly develop methods which are not particularly modern and which result in excessive distribution costs. The warehouse industry is in a better position than ever before to assist manufacturers during the time that peak loads are in storage.

Using the commercial storage warehouse instead of operating an independent building, manufacturers and distributors can reduce rental costs over a period of time, together with such items of fixed overhead as electricity, water, insurance, etc., in addition to the cost of maintaining a complete personnel.

Trucking facilities in many instances are operated by distributors, yet they have found that their per unit delivery cost becomes exorbitant because of the decided falling off of general business. The commercial warehouse can eliminate to a great extent much of this fixed overhead. Individual offices are provided at reasonable figures. Merchandise is stored on a per piece basis or on a lease involving the minimum annual requirements, with provision for the temporary storage of peak loads or unusually large shipments.

The warehouse can provide trucking facilities and shipments delivered at a definite unit cost, eliminating expense for privately operated trucks and drivers. In addition, labor is available for the reconditioning of packages or the providing of special services which arise from time to time.

Thus by utilizing the services of the commercial warehouse, manufacturers during their peak periods are assured of modern facilities of storage, handling and distribution. They need not move to larger quarters, thereby requiring a change of address or the signing of a lease for a longer period than may be necessary.

The warehouse should serve only as storer and distributor—not as an actual merchandiser of the products stored.

The Crabtree Transfer & Storage Co., Inc., Chattanooga, was recently awarded a contract for removal of the equipment of the United States District Engineer's offices from Chattanooga to Nashville. Several truckloads were transported in two days.



**Construction  
Developments  
Purchases, Etc.****California**

**ALTAMONT**—Independent Warehouse Co. has approved plans for a 1-story warehouse, 72 by 100 feet.

**Brawley**—Board of City Trustees is planning construction of a \$200,000 cold storage warehouse and ice plant.

**Ontario**—Ontario Ice & Cold Storage Co. plans to rebuild that portion of its cold storage warehouse and ice plant recently wrecked by fire with an estimated loss of about \$60,000.

**Santa Ana**—Santa Ana Transfer & Storage Co. is planning rebuilding its 2-story building which was recently wrecked by fire.

**Canada**

**Forest, Ont.**—Forest Fruit Growers Association has plans for a \$35,000 2-story cold storage warehouse and refrigerating plant.

**Connecticut**

**New Britain**—H. Brown Moving Co. plans rebuilding its storage building and garage recently damaged by fire.

**Florida**

**Jacksonville**—Refrigerated Steamship Line, Inc., has plans for a \$200,000 multi-story cold storage, refrigerating and pre-cooling plant at Pier No. 1, Municipal Docks.

**Lake City**—Columbia Ice Co. plans a \$70,000 addition which will double the present capacity of its cold storage warehouse.

**Panama City**—Bay Harbor Warehouse Co. has approved plans for a 1-story addition, 60 by 100 feet.

**Georgia**

**Augusta**—David C. Way heads a project to construct and operate a cold storage warehouse and ice plant, initial unit to cost \$25,000.

**Illinois**

**Chicago**—Amstadter Storage & Van Co., Inc., 6251 Ellis Avenue, has filed notice of company dissolution under State laws.

**Chicago**—Available Fireproof Warehouse, Inc., has filed notice of reduction in company capitalization to a nominal amount of \$1,500.

**Chicago**—Cartaret Tank Storage and Terminal Company, Inc., has changed its name to General American Storage and Terminal Company, Inc.

**Fairbury**—Thomas Transfer Co. has filed notice of company dissolution under State laws.

**Indiana**

**Indianapolis**—Douglas-Guardian Warehouse Corp., of Louisiana, announces change of Indianapolis resident agent to Jacob S. White, Merchants Bank Building.

**Louisiana**

**Lake Charles**—Union Transfer Co. has filed application for dissolution of its charter of incorporation.

**Missouri**

**Hannibal**—Caverly Transfer & Storage Co. has taken over the Hannibal Milling Co. building at 103 Broadway and will operate it as a warehouse.

**Nebraska**

**Omaha**—Union Pacific Railroad Co. has plans for a 1-story warehouse, 200 feet long, at Ninth and Jackson Streets.

**New York**

**Long Island City**—Kearney Ice Co. will rebuild its cold storage warehouse and ice plant recently damaged by fire. Reconstruction is estimated to cost \$25,000.

**Long Island City**—Rocco Van & Storage Co. has leased the building at 22-07 31st Street and will improve and occupy as a warehouse unit.

**New York City**—Guardian Warehousing Co., New Orleans, has filed notice of organization to operate in New York, with headquarters at 120 Broadway.

**New York City**—Old Slip Warehouse, Inc., has purchased the 5-story warehouse at 37-39 Old Slip for a reported consideration of \$60,000 and will occupy for warehousing and distribution service.

**Oklahoma**

**Enid**—General Warehousing Co. has plans maturing for a \$600,000 5-story warehouse terminal and market unit, 115 by 270 feet.

**Oklahoma City**—Mistletoe Express Service, Inc., has filed plans for extensions and improvements in its warehouse at Fifth and Harrison Streets.

**Oklahoma City**—Oklahoma Bonded Warehouse Co. has approved plans for remodeling and improving its warehouse unit and will add equipment for a cold storage department.

**Virginia**

**Culpeper**—Virginia Northern Ice Co., Staunton, has authorized construction of a \$60,000 cold storage warehouse and ice plant in Culpeper.

**Washington**

**Seattle**—Washington Cold Storage Co. has filed plans for alterations and improvements in its warehouse on Railroad Avenue.

**Blakeslee Adds Fur-Repairing**

The Blakeslee Co., Waterbury, Conn., has added a fur-repairing department, with expert furrier and an assistant, to its recently-installed cold storage plant for furs. Initial volume of business exceeded expectations, according to Frank E. Hess, president.

**Santa Ana Blaze**

The household goods warehouse of the Santa Ana Transfer & Storage Co., at Fourth and Van Ness Streets, Santa Ana, Cal., was wrecked by fire on July 24. City authorities estimated the damage between \$50,000 and \$60,000.

**New Incorporations  
as Announced Within  
the Storage Industry****Arkansas**

**FAYETTEVILLE**—Simpson-Mintum Co. Organized to do a transfer and storage business. W. A. Hewes, Jr., is manager.

**California**

**Redlands**—Knudsen Truck & Warehouse Company, Inc. Capital 7,500 shares of non par value. Directors, Otto C. Knudsen, Sue G. Knudsen and Rex W. Boston.

**Connecticut**

**New London**—"B" Line Transportation Co. General storage and trucking. Authorized capital stock \$50,000. Incorporators, Eugenio Mel, Santo Ballestrini and Regina Mel.

**Florida**

**Miami**—Franklin Warehouse Corporation. Capital not stated. Incorporators, W. S. Gramling, Congress Building, and A. D. Katzentine.

**Illinois**

**Chicago**—Merchants Consolidated Trucking Company, Inc., 6311 North Campbell Avenue. Incorporators, O. M. Elliott, C. E. Hill and R. S. Wyer.

**Indiana**

**South Bend**—Grand Trunk Terminal Warehouse Company, Inc. Capital stock 100 shares of no par value. Incorporators, J. Howard Haley, Roscoe Van Dien and Thurman A. Dice.

**Louisiana**

**New Orleans**—New Orleans Freight Distributing Company. Capital stock 100 shares each of \$100 par value. Incorporators, Gilbert L. Ahean, 2800 Chartres Street; John J. Kornfield, Sr., and John M. Flynn.

**Michigan**

**Detroit**—Eastern Market Cold Storage Co., 2531 Riopelle Street. Capital \$10,000. Principal incorporator, R. Hirt, Jr., 2468 Market Street.

**Missouri**

**Kansas City**—B. & H. Transfer Co., Inc. Capital not stated. Incorporators, William J. Gilwee, Commerce Building, and G. G. McClain.

**St. Louis**—Tyler Warehouse & Cold Storage Co., Inc. Dry and cold storage warehousing. Capital not stated. Principal incorporator, I. F. Steinmeyer, 2302-A Russel Street.

**New Jersey**

**Asbury Park**—A. G. Rogers, Inc. Storage warehouse. Capital 2,500 shares of no par value stock. Incorporators, M. P. Rogers, Everett A. Rogers and Arthur G. Rogers, 931 Asbury Avenue.

**Atlantic City**—Tennessee Avenue Warehouse Co. Storage and trucking. Capital 250 shares of no par value stock. Incorporators, John D. McMullin, 634

(Concluded on page 62)

### "Frank" MacVeigh Appointed Western Business Manager of Distribution and Warehousing

ANNOUNCEMENT is made by Andrew K. Murray, president of Distribution and Warehousing Publications, Inc., New York, that Richard Franklin MacVeigh, with long experience in advertising in association with business magazines, has been appointed western business manager of *Distribution and Warehousing*, with offices at 367 West Adams Street, Chicago.

Born on July 18, 1893, "Frank" MacVeigh was educated in Chicago public grammar schools; St. Johns Military Academy, Deerfield, Wis.; and Wilmington Friends School, Wilmington, Del. He entered the first officers' training camp at Fort Sheridan, Ill., and served in the World War as an infantry battalion commander. He married Jean Monroe of Wheaton, Ill., and lives in Wheaton; they are the parents of two boys and a girl.

Mr. MacVeigh's business experience



R. F. MacVeigh, appointed new western business manager for "D and W."

covered five years in banking, with the Equitable Guarantee & Trust Co., Wilmington, Del., and the Merchants Loan & Trust Co. (now Continental Illinois Bank), Chicago; three years in the mercantile line, with A. G. Spaulding & Bros.; fourteen years in advertising, with the Chilton Class Journal Company, the Power Wagon Publishing Company, *American Lumberman*, and industrial motion pictures; and for the past two years he was sales manager for the Hi-Way Advertising Co.

He is a member of the American Legion, a Presbyterian, and a golfer with a 4 handicap.

### Company Is Organized to Operate Hoboken Piers

Incorporation papers of the North Atlantic Terminal Service, Inc., which will

operate the Government piers in Hoboken, N. J., have been filed at the Jersey City Court House.

Max Thaten, 45 Broadway, New York City, who recently leased piers from the Government, is one of the incorporators. The others are Edgar G. Wandless, Ridgewood, N. J., and Hugh L. Herring, New York City. The authorized capital stock is \$200,000 and the company planned to begin business about Sept. 1, with \$10,000 subscribed by the incorporators. According to the papers the firm will engage in "general freight and express business" and among other things "will handle railroad and steamship matters in conjunction with a general baggage delivery business."

### McMillan New President of Detroit Harbor Terminals

ANNOUNCEMENT is made by the Detroit Harbor Terminals, Inc., Detroit, that the board of directors at a recent meeting elected Leo J. McMillan president. He has been the company's operating executive for some time.

Mr. McMillan first became identified with the Detroit organization in 1928. Representing the Detroit Trust Company, of which he was then a trust officer and assistant secretary, he played an important part in the reorganization of the terminal company, then under way. In March of 1932, after he had served on the board for two years, he was elected executive vice-president, a position he held until his election to the presidency. He will continue his active direction of the company's warehouse and marine dock operations.

### HCN Fumigation

"Standard Practice for Fumigating with Hydrocyanic Acid (HCN) Gas Generated from Cyanegg" is the title of 23-page booklet prepared by the technical staff of the R. & H. Chemicals Department of E. I. du Pont de Nemours & Company, Wilmington, Del. A copy may be had without cost by sending the company a request, mentioning *Distribution and Warehousing*.

The manual discusses atmospheric fumigation vaults and the control of insects infesting raw and manufactured products. The subject matter follows a logical arrangement under such headings as Cyanegg fumigation, atmospheric fumigation chambers, materials for Cyanegg fumigation, operation of the fumigation chamber, fumigation procedure, exposure period, ventilation, storage of goods after fumigation, fumigation precautions and gas masks.

The second section of the manual treats of common insects infesting stored products and lists them according to the products they infest.

When you ship goods to a fellow warehouseman, use the *Monthly Directory of Warehouses*.

### Federal Court Directs Sale of Pennsylvania's Jersey City Warehouse

FEDERAL JUDGE CLARK, in Newark, Aug. 7, directed the sale of the big storage plant of the Pennsylvania Dock & Warehouse Co., Jersey City, which has been in the hands of the receivers for two years. The sale is the result of foreclosure proceedings brought by the Pennsylvania Company for Insurance on Lives and Granting of Annuities.

The latter is the holder of the first mortgage of \$6,583,750. No objection was raised by the second and third mortgage-holders. The second mortgage is held by the Real Estate Land Title and Trust Company of Philadelphia, and the third mortgage by the Pennsylvania Railroad Company.

John M. Enright, attorney, said a reorganization was being effected by the bondholders' committee and that the committee would bid for the warehouse at the sale, offering income bonds, par for par, to the old stockholders.

The Court was later informed that 82½ per cent of the bondholders representing \$5,750,000 had accepted an offer, of cash on a basis of 35 cents on the dollar for their holdings, from the American Contract and Trust Company.

### A P.R.R. Subsidiary

Judge Clark was interested to know whether this company was a subsidiary of the Pennsylvania Railroad Company; and when informed that it was, he said:

"The bondholders should have been told that they were selling to the Pennsylvania Railroad and not to a company with a long name. What it means is that the Pennsylvania Railroad is buying this stock at 35 cents on the dollar."

D. P. Williams, a Philadelphia attorney, told the Court that the Pennsylvania Railroad had no desire to go into the warehousing business but was glad to get back some of the money it had put into the project.

In directing the sale, Judge Clark said that notice must be given to those bondholders who had not accepted the sale price that the American Contract and Trust Company was a subsidiary of the Pennsylvania Railroad Company.

### Copeland Forms a New Mothproofing Service

A. N. Copeland, formerly sales manager and secretary of the Furniture Fumigation Co., New York, has organized the Copeland Moth Proofing Service, a division of the Copeland Sanitation Co., with offices and laboratory at 263 West 54th Street, New York City.

Mr. Copeland has had long contact with warehousemen throughout the country and plans with his new company to act as consultant in every branch of fumigation.

The laboratory will be operated by chemists who have not only studied all phases of moth extermination but insect and rat and mice extermination.

### Two Sets of Receivers for Quaker City Firm, and U. S. Court Is Asked for Ruling

**A**PPPOINTMENT of two sets of receivers for the Quaker City Cold Storage Co., Philadelphia—one by the Federal Court and the other by Common Pleas Court No. 1—has so tangled up the case that it will have to be fought out in United States District Court as to whether the first set, appointed by Judge W. H. Kirkpatrick, in equity proceedings, shall give way to the second set, first temporarily named and later made permanent by Judge Joseph L. Kun, of the Common Pleas bench. A proviso for the permanency of the latter set is that it be permanent unless and until the removal of the receivers appointed by the Federal Court, application for which removal already has been made.

Just to make the situation a little more odd, it was less than two months after Judge Kun had dismissed a suit in equity asking for the appointment of receivers for the storage company, on complaint of a bondholder, Mrs. Frances D. Harshaw, as reported in the July issue of *Distribution and Warehousing*, that the equity receivers were appointed by Judge Kirkpatrick. The complainant, Harshaw, alleged fraud, mismanagement and insolvency on the part of the Quaker City Cold Storage Co. The more recent action was a "friendly" suit, filed by M. Raymond Riley, also a bondholder, living in Maplewood, N. J., with the purpose of facilitating plans for reorganization.

The receivers appointed by Judge Kirkpatrick on Riley's application, filed July 26, are W. Edward Torrey, to represent the bondholders of the company, and Horace P. Serrill, president of the Quaker City Storage Co., under joint bond of \$50,000. They were invested with authority to continue the business until the further order of the Court. The receivers appointed by Judge Kun, subsequent to the Federal Court's appointment, are George L. Morrison, president of the General Cold Storage Co., and Charles Q. MacDonough, treasurer of the Keystone State Corporation, until recently doing business as the Keystone Construction Co.

As temporary receivers, the two latter were under \$1,000 bond, with the understanding that they were not to enter into possession or operation of the property at that time. A day or two after Judge Kun had named the receivers, the bondholders' committee sent out to the bondholders a plan for reorganization of the company and requested any caring to join in the plan to send in their bonds and deposit them. In making the receivership permanent, Judge Kun indicated his displeasure at the action of counsel for the storage company in taking the matter before the Federal Court while it was pending before him. And now the United States District Court is being asked to pass on the question of removing the two receivers it appointed. Meanwhile the re-

ceivers appointed by Judge Kun, of Common Pleas Court, and the receivers named by the Federal Court may be considered "deadlocked."

The balance sheet of the Quaker City Cold Storage Co., as of Dec. 31, 1932, showed liabilities of \$4,273,000 and assets of \$4,420,000. While it is stated in the bill of complaint filed by Riley that the company is solvent and its assets of a value largely in excess of its liabilities, it is set forth that the company has not on hand sufficient funds to meet its obligations now due, and that forced liquidation, or sale of its properties by piecemeal, would result in injury to the defendant and its creditors. The company owns two large cold storage warehouses and operates a third under lease. Ice is manufactured and refrigeration furnished at these warehouses. It is claimed the two warehouses owned by the concern had a book value, after depreciation, Dec. 31, 1932, in excess of \$3,800,000.

Riley sets forth in his bill that he is a

### Position Wanted

**G**ENERAL merchandise warehouse executive and manager, located in the East, wishes position with reliable storage warehouse company. Fourteen years' experience.

Address Box E-122, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

creditor of the Quaker City Cold Storage Co. to the extent of \$7,000 and upwards for moneys loaned to the defendant, being the owner of \$7,000 principal amount fifteen-year, 6½ per cent convertible gold bonds, dated Nov. 1, 1926, maturing Nov. 1, 1941, and issued under indenture dated Nov. 1, 1926, from the defendant to the Seaboard National Bank of the City of New York, Trustee. Riley claims the defendant defaulted on payment of interest due on the bonds and that the Chase National Bank of the City of New York, as successor trustee to the Seaboard National Bank, declared the principal on the debenture bonds outstanding to be forthwith due and payable. In his authorized answer to the bill of complaint, Edward T. Davis, secretary of the Quaker City Cold Storage Co., says the directors met on July 25, admitted the averments in the bill which it had been apprised would be filed, and consented to the appointment of receivers.

### New Vermont Firm

The Greensboro Warehouse Co., Inc., of Greensboro Bend, Vt., has been incorporated to do a public warehouse business. Capital, \$10,000. The incorporators are George R. Davis, A. M. Hoyt and M. B. Robinson.

### New Incorporations as Announced Within the Storage Industry

(Concluded from page 60)

**Guarantee Trust Building;** Frank S. Farley and E. H. Stier.

**Bayonne**—Five Counties Warehouse Corporation. Dry and cold storage warehousing. Capital 1,000 shares of no par value stock. Principal incorporator, Allan Benny, 365 Hudson Boulevard.

**Jersey City**—North Atlantic Terminal Service, Inc. Warehouse terminal. Capital \$10,000. Incorporators, Hugh L. Nehring and Max Thaten.

### New York

**Buffalo**—Seneca Terminal & Storage Corp. Capital 1,000 shares of no par value stock. Papers filed by Larkin Co., Inc. Incorporators, G. P. Warner, 96 Rumsey Road, Buffalo; F. W. Claus, 33 Villa Avenue, Buffalo; and E. Addington, 486 Griggs Avenue, East Aurora.

**Long Island City**—Northern Boulevard Storage Warehouse Co., Inc. Capital \$15,000. Incorporators, Louis Bornstein and Joseph Bornstein, 125 West 45th Street, New York City.

**New York City**—Branch Storage Co. Warehousing and trucking. Capital \$500. Incorporators, Irving Burten, 5 Columbus Circle, and M. Theodore Chester.

**New York City**—Majestic Storage Warehouse, Inc. Capital \$5,000. Incorporators, William F. Damm and Lillian W. Damm, 838 Riverside Drive, and Julia M. Schmidt, 642 West 147th Street.

### Virginia

**Charlottesville**—Settles Van & Freight Service, Inc. Capital not stated. Principal incorporator, H. L. Settles.

**Portsmouth**—Portsmouth Warehousing Co. Capital \$50,000. Principal incorporator, Hugh W. Davis, Bank of Commerce Building.

### Wisconsin

**Milwaukee**—Luedke Storage, Inc. Household goods warehousing. Capital 100 shares of no par value stock. Incorporators include Walter Luedke and Ida Luedke.

**Milwaukee**—Milwaukee Transfer Co., 945 West Winnebago Street. Capital not stated. Incorporators, Leo E. Packard and Joseph Sullivan.

### Seattle Firm Expands for Bonded Liquor Storage

The Washington Cold Storage Company, Seattle, has posted \$150,000 with the Federal Government and will enlarge its plant to a maximum capacity of 750,000 gallons of hard liquor a month. The expansion will mean additional employment for twenty-four men, according to Ross D. Wilson, the firm's president.

The company was recently designated by the Government as the one in the Pacific Northwest to store liquors under Federal bond.



# WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

## Distribution and Warehousing

249 West 39th St., New York, N. Y.

### ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

### BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
Backus, Jr., & Son, A.; Dept 5, Trumbull & Fort St., Detroit, Mich.  
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Lewis Co., G. B.; Watertown, Wis.  
Miami Mfg. Co.; Peru, Ind.

### BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.  
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.  
Burch Body Co.; Rockford, Mich.  
Cook Wagon Works, Inc.; A. E.; 77 E. North St., Buffalo, N. Y.  
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Erby & Sons Co., Wm.; Ashland & Fullerton Aves., Chicago, Ill.  
Flaggibson & Crisp, Inc.; Trenton, N. J.  
Genselager Co.; Wooster, Ohio.  
Guedelhoefer Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
Haskette Mfg. Corp.; 208 W. Washington St., Chicago, Ill.  
Kneuer & Sons, Inc., M. J.; 126 Van Buren St., Newark, N. J.  
Maday, M.; 1756 Genesee St., Buffalo, N. Y.  
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.  
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.  
Proctor-Keefe Body Co.; 7741 Dix Ave., Detroit, Mich.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.  
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.  
Taekens Bros.; 1015 Harrison St., Flint, Mich.  
U. S. Body & Forging Co., Inc.; 135 Tonawanda St., Buffalo, N. Y.  
Whitfield & Sons; Penn Yan, N. Y.  
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

### BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2836 Archer Ave., Chicago, Ill.  
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.  
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)  
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.  
Gerrard Co., Inc.; 2915 W. 47th St., Chicago, Ill.  
Harvey Spring & Forging Co.; Racine, Wis.  
Signode Steel Strapping Co.; 2600-2620 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.  
Tennant Sons & Co., C.; 19 W. 44th St., New York, N. Y.  
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

### BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

### CARPET CLEANING EQUIPMENT

Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Beaters, stationary)  
Kent Co., Inc.; 542 Dominick St., Rome, N. Y. (Shampooing equipment)  
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

### CASTERS (Truck)

Adams Co.; Dubuque, Iowa.  
American Caster Co.; 830 Washington St., Hamilton, Ohio.  
Bassick Co.; Bridgeport, Conn.  
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.  
Burlingame Pulley & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.  
Clark Co.; George P.; 4 Canal St., Windsor Locks, Conn.  
Colson Co.; Box 550, Elyria, Ohio.  
Darnell Corp., Ltd.; P. O. Box 2008 Sta. B., Long Beach, Cal.  
Divine Bros.; 101 Whitesboro St., Utica, N. Y.

Fairbanks Co., 393-399 Lafayette St., New York, N. Y.  
Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.  
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.  
Lansing Co.; 602 Cedar St., Lansing, Mich.  
Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
Market Forge Co.; Garney St., Everett, Mass.  
Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.  
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.  
Phoenix Caster Co.; S. State St., Indianapolis, Ind.  
Saginaw Stamping & Tool Co.; Saginaw, Mich.  
Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.

### CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
Detex Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)  
Howard Clock Co., E.; 206 Eustis St., Boston, Mass.  
International Time Recording Co.; 270 Broadway, New York, N. Y.  
Silberberg Co., Mortimer J.; 116 S. Michigan Ave., Chicago, Ill.  
Simplex Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

### CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. 5, Trumbull & Fort Sts., Detroit, Mich.  
Bird & Son, Inc.; Mill St., East Walpole, Mass.  
Hummel & Downing; Milwaukee, Wis.  
King Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.  
Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.  
Lewis Co., G. L.; Watertown, Wis.  
Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.  
Trucon Steel Co.; Cleveland, Ohio.  
Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

### CONVEYORS

Alvey-Ferguson Co.; 75 Biscay Ave., Cincinnati, Ohio. (Gravity)  
Alvey Mchry. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)  
Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)  
Brown Hoisting Mchry. Co.; 4403 St. Clair St., N. E., Cleveland, Ohio.  
Chain Belt Co.; 736 Park St., Milwaukee, Wis.  
Clark Tractor Co.; Battle Creek, Mich.  
Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
Lamson Co.; Syracuse, N. Y. (Portable and gravity)  
Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)  
Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)  
Louden Mchry. Co.; 1116 Broadway, Fairfield, Iowa.  
Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)  
McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)  
Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.  
Oris Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)  
Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)  
Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill.  
Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)  
Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.  
Webster Mfg. Co.; 1856 N. Kostner Ave., Chicago, Ill. (Gravity and portable)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## CORDAGE

Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y. (Flat)  
 Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.  
**Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)**  
*(See advertisement elsewhere in this issue)*

## COVERS (Paper Furniture)

Pilcher-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.

## COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
**Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.**  
*(See advertisement elsewhere in this issue)*  
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.  
**Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.**  
*(See advertisement elsewhere in this issue)*  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
**New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.**  
*(See advertisement elsewhere in this issue.)*  
**Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.**  
*(See advertisement elsewhere in this issue.)*  
**Self Lifting Piano Truck Co.; Findlay, Ohio.**  
*(See advertisement elsewhere in this issue.)*  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
 Wilcox Co., M. I.; 210 Water St.; Toledo, Ohio.

COVERS (Truck)  
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Boyle & Co., Inc.; John; 112-114 Duane St., New York, N. Y.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
 Carnie-Gould Mfg. Co.; 26th & Penn., Kansas City, Mo.  
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
 Channon Co., H.; 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co.; Waco, Texas.  
 Des Moines Tent & Awning Co.; 313 Walnut St., Des Moines, Iowa.  
 Eberick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.  
 Everlast Textile Mfg. Co., Inc.; 19 E. 21st St., New York, N. Y.  
**Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.**  
*(See advertisement elsewhere in this issue.)*  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Hoegge Co., Inc., Wm. H.; 135 E. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
**Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.**  
*(See advertisement elsewhere in this issue.)*  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.  
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

## DOORS (Cold Storage, Elevator and Fire)

Born Co., H. A.; 208 N. Wabash Ave., Chicago, Ill. (Cold stge.)  
 California Pft. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)  
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)  
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)  
 Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)  
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)  
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)  
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)  
 National Refrigerator Co.; 827 Keelin Ave., St. Louis, Mo. (Cold stge.)  
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)  
 Peele Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)  
 Richmond Pft. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)  
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)  
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago, Ill. (Fire)  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)  
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)  
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)  
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)  
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

## ELEVATORS

Alvey-Ferguson Co., Inc.; 75 Blisney Ave., Oakley, Cincinnati, Ohio.  
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)  
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## ELEVATORS (Portable)

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.  
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Jeffrey Mfg. Co.; 989 N. Fourth St., Columbus, Ohio.  
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.  
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

## EXCELSIOR

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
 Orange Mfg. Co.; Edand, N. C.  
 Phillips Excelsior Co.; Chattanooga, Tenn.  
 Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.

## EXTERMINATORS (Rat or Mice)

Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
*(See advertisement elsewhere in this issue.)*  
 Ratlin Laboratory, Inc.; 116 Broad St., New York, N. Y.

## EXTINGUISHERS (Fire)

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.  
 Bridgeport Brass Co.; East Main St., Bridgeport, Conn.  
 Du-Gas Fire Extinguisher Corp.; 11 West 42nd St., New York, N. Y.  
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.  
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
 Safety Fire Extinguisher Co.; 299 Seventh Ave., New York, N. Y.  
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.

## FREIGHT FORWARDERS (General)

Empire Freight Co. of N. Y., Inc.; 117 Liberty St., New York, N. Y.

## SPECIAL REDUCED FREIGHT RATES

With Private Through Car Loadings to and from the Far West and Pacific Coast

HOUSEHOLD GOODS and AUTOMOBILES  
 An Efficient Service Based on Years of Knowledge and Experience

BEST FACILITIES FOR CARLOAD DISTRIBUTION

Domestic and  
 Foreign Shippers,  
 Forwarders and  
 Distributors



Foreign and  
 Domestic Lift Van  
 Service for House-  
 hold Goods

## EMPIRE FREIGHT COMPANY

Incorporated  
 New York City, N. Y. 117 Liberty St.  
 Boston, Mass. 93 Huntington Ave.  
 CHICAGO, ILL. Philadelphia, San Francisco, LOS ANGELES, CAL.  
 53 W. Jackson Blvd. Oakland, Seattle, Portland 316 Commercial St.

## FLOOR REPAIRING MATERIAL

Euclid Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio

## FUMIGATING EQUIPMENT

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
*(See advertisement elsewhere in this issue.)*  
 Furniture Fumigation Corp.; 500 Fifth Ave., New York, N. Y.  
 Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## HOISTS (Chain and Electric)

Atlas Trailer & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas (Elec.)  
 Boston & Lockport Block Co.; 100 Condon St., East Boston, Mass. (Chain)  
 Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, (Elec.)  
 Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)  
 Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)  
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)  
 Hobbs Co., Clinton E.; 206 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)  
 Louden Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)  
 New Jersey Foundry & Mch. Co.; 9 Park Pl., New York, N. Y. (Chain)  
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)  
 Roeper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)  
 Wright Mfg. Co.; York, Pa. (Chain)  
 Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa. (Chain and elec.)

## INSECTICIDES

American Cyanamid Co., 535 Fifth Ave., New York, N. Y.  
 Associated Textile Research Lab., 5416 No. 5th St., Phila., Pa.  
 Barrett Co., 40 Rector St., New York, N. Y.  
**Calcyanide Co., 60 E. 42nd St., New York, N. Y.**  
 Carbide & Carbon Chemicals Corp., 30 E. 42nd St., New York, N. Y. (Gas)  
 Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.  
 Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
 Enos Chemical Co.; 2367 Logan Blvd., Chicago, Ill.  
 Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.  
 Girard Co., Inc., Felix; Fourth Ave. and Franklin, Minneapolis, Minn.  
 Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.  
 Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
 Midway Chemical Co., 5235-5259 W. 65th St., Chicago, Ill.  
 Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
 Wells, E. S.; Jersey City, N. J.  
 West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.  
**White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.**  
 Wizard, Inc., 5235-5259 W. 65th St., Chicago, Ill.

DO YOU OPERATE A  
FUMIGATION VAULT?

If so, and you are not using Calcyanide, write us for information regarding this product, which is the best fumigant you can possibly use in such a room.

If you do not have a fumigation vault in your warehouse, you should consider the possibilities for profit in treating upholstered furniture, carpets, rugs, woolens, furs, etc. We will be glad to send you a copy of our print 210,057-A, containing construction details. There is no charge.

## CALCYANIDE COMPANY

Home Office

60 E. 42nd St.

New York City

## ARE YOU BEING GYPPED?

Pardon the harsh question, but you are being swindled if you are paying quality prices for inferior Moth sprays which cannot back up the claims made on their attractive labels.

"Copeland Moth Spray" was formulated and developed only after years of experience in Moth exterminating work. Our product is standardized, which is your assurance of receiving a full strength insecticide. In spite of its great toxicity, it will not injure the most delicate fabrics.

W. & J. Sloane, Kent-Costikyan and many other concerns of equal prominence in the carpet-cleaning and furniture storage industries have placed repeat orders for "Copeland Moth Spray."

INFORMATION AND PRICES ON REQUEST

**COPELAND SANITATION CO.** 263 W. 54th St.  
NEW YORK

DON'T  
RISK  
MOTHS

## This Sure Way Keeps Them Out!

Take no risks—wrap carpets, rugs, draperies, etc., with WHITE TAR Paper. Forty inches wide, in rolls of from 50 to 1000 yards. Other White Tar products: Naphthalene Flakes, Moth Proof Bags, Cedar Paper, White Tar Moth Spray, Moth Balls, Crystals, Powder and Blocks.

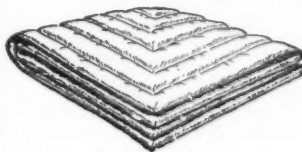
THE WHITE TAR COMPANY of NEW JERSEY, INC.

Dept. W. Belleville Turnpike, Kearny, N. J.

Telephone: Kearny 3600

## PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
**Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.**  
 Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.  
 Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.  
 Everlast Textile Mfg. Co. Inc.; 19 E. 21st St., New York, N. Y.  
**Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.**  
 (See advertisement elsewhere in this issue.)  
 Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Louisville Bedding Co.; Louisville, Ky.  
 Maish Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.  
 Maish Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.  
 Mallett Textile Co.; 182 Mercer St., New York, N. Y.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
**New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.**  
 (See advertisement elsewhere in this issue.)  
 Olan Mfg. Co., M.; 258 Hudson Ave., Rochester, N. Y.  
**Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.**  
 (See advertisement elsewhere in this issue.)  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.  
 Union Carpet Lining Co.; 230 Fifth Ave., New York, N. Y.  
 Wagner Awning Co.; 2658 Scranton Rd., Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.



## IRON HORSE

Furniture Pads are now lower in price than at any time in SEVENTEEN YEARS.

Sizes cut 36 x 72, 54 x 72, 72 x 72, 80 x 72

ORDER NOW FOR ALL 1933

Van Linings Grand Covers Tie-Tape

**CANVAS SPECIALTY CO., Inc.**  
200 CANAL ST. NEW YORK CITY







**Fulco quilt-edge**  
**FURNITURE PADS**

Highest quality — low prices!  
Easily distinguished by the strong, durable quilt-edge webbing across ends. Generous thickness assures perfect protection. Filler will never lump. Write today for 1933 prices on Pads, Tarpaulins, Burlap and Covers of all kinds.

**Fulton Bag & Cotton Mills**  
Manufacturers Since 1870  
ATLANTA ST. LOUIS DALLAS  
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

## DREADNAUGHT FURNITURE PADS

### STANDARD DREADNAUGHT FURNITURE PADS

72"x80" cut size.....@	\$25.00 per Doz.
54"x72" " " .....	20.00 " "
36"x72" " " .....	14.00 " "

Terms: 2/10/30 net, f.o.b. New Haven, Conn., on approved credit.

(Above prices include all tax and labor clauses)

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

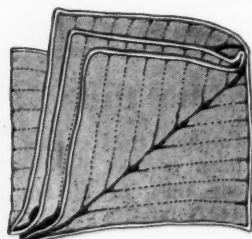
Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

**New Haven Quilt & Pad Co.**

82-86 Franklin Street

New Haven, Conn.



Tarpaulins  
Truck Covers  
Avenings

**POWERS & CO.** REED ST. 25TH TO 26TH  
PHILADELPHIA

## POWCO FURNITURE PADS

CUT SIZE	
72 x 36"	\$11.25 Doz.
72 x 54"	15.50 Doz.
72 x 72"	18.50 Doz.
72 x 80"	19.50 Doz.

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping." Made with cotton filler, gives extra thickness and permanent body.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## PADS (Excelsior Wrapping)

Allen, Inc., Charles M.; Fulton, N. Y.  
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.  
Dupre Mfg. Co.; North Ave., N. E. & So. Ry., Atlanta, Ga.  
Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.  
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.  
Orange Mfg. Co.; Edland, N. C.  
Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.  
Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.  
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.  
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.  
Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

## PAPER PACKING MATERIAL

Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.  
Pitche-Hamilton-Daily Co.; 349 W. Ontario, Chicago, Ill.  
Pioneer Paper Stock Co.; 424 W. Ohio St., Chicago, Ill.  
Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)

## PAPER (Tar)

White Tar Co.; Dept. W, Belleville Turnpike, Kearney, N. J.  
(See advertisement elsewhere in this issue)

## PARTITIONS (Steel)

Cyclone Fence Co.; Box 517, Waukegan, Ill.  
Eblinger Sanitary Mfg. Co.; D. A., 180 Lucas St., Columbus, Ohio.  
Edwards Mfg. Co.; 529 Eggleston Ave., Cincinnati, Ohio.  
Hauserman Co., E. P.; 6991 Grant Ave., Cleveland, Ohio.  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.  
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.  
Smith, F. P., Wire & Iron Works; Fullerton, Clibourn & Ashland Aves. & Chester St., Chicago, Ill.

## PIANO DERRICKS AND TRUCKS

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Self-Lifting Piano Truck Co.; Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

## RACKS (Storage)

Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill.  
Berger Mfg. Co.; 1039 Belden Ave., N. E., Canton, Ohio.  
De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.  
Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
Heiler & Sons, F. A.; 219 Griswold St., Detroit, Mich.  
Koening & Co.; Edward L.; 569 W. Lake St., Chicago, Ill.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.  
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.  
Market Forge Co.; Garney St., Everett, Mass.  
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.  
New Britain Mch. Co.; 140 Chestnut St., New Britain, Conn.  
Revolator Co.; 336 Garfield Ave., Jersey City, N. J.

## RECORDERS (Motor Truck)

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.  
Ohmer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.  
Stewart-Warner Speedometer Corp.; Diversay Blvd., Chicago, Ill.  
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.  
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

## SAWS (Portable Machine)

O. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sts., Milwaukee, Wis.  
Challenge Co.; 193 River St., Batavia, Ill.  
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
Kennedy, Ralph M.; 111 N. Seventh St., Philadelphia, Pa.  
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.  
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.  
New Holland Machine Co.; New Holland, Pa.  
Onan & Sons, D. W.; 48 Royalston Ave., Minneapolis, Minn.  
Skilsaw, Inc.; 3310 Elston Ave., Chicago, Ill.  
Speedway Mfg. Co.; 1834 S. 52nd Ave., Cicero, Ill.  
Taylor Iron Works & Supply Co.; P. O. Box 218, Macon, Ga.  
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

## SCALES

Buffalo Scale Mfg. Co., Inc.; 1290 Niagara St., Buffalo, N. Y.  
Dayton Scale Co.; Dayton, Ohio.  
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.  
Fairbanks & Co., E. T.; St. Johnsbury, Vt.  
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
Gaston Scale Co.; Beloit, Wis.  
Howe Scale Co.; Rutland, Vt.  
International Scale Co.; 270 Broadway, New York, N. Y.  
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.  
Merrick Scale Mfg. Co.; 180-186 Autumn St., Passaic, N. J.  
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.  
Toledo Scale Co.; Toledo, Ohio.

## STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beekman St., New York, N. Y.  
 Diagraph Stencil Mch. Corp.; 2013 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mch. Co.; 22 Ideal Block, Belleville, Ill.  
 Marsh Stencil Mch. Co.; 35 March Bldg., Belleville, Ill.

## TRAILERS (Motor Truck)

Froehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.  
**General Motors Truck Co.; Pontiac, Mich.**  
*(See advertisement elsewhere in this issue.)*  
 Gramm Motors, Inc.; Delphos, Ohio.  
 Highway Trailer Co.; Edgerton, Wis.  
**Reo Motor Car Co.; Lansing, Mich.**  
*(See advertisement elsewhere in this issue.)*  
 Stoughton Co.; Stoughton, Wis.  
 Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio  
 Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.  
 Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

## TRUCKS (Hand)

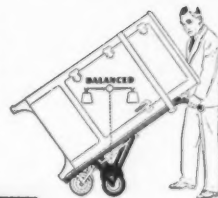
American Pulley Co.; 4200 Wissahickon Ave., Philadelphia, Pa. (All steel stevedore)  
 Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky. (Platform)  
 Barrett-Cravens Co.; 101 W. 87th St., Chicago, Ill. (Lift, stevedore and platform)  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.  
 Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)  
 Colson Co.; Box 550, Elyria Ohio. (Platform and stevedore)  
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)  
 Excelsior Plimtruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
 Howe Scale Co.; Rutland, Vt.  
 Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.  
 Kent Machine Co.; Kent, Ohio.  
 Koenig & Co., Edward L.; 569 W. Lake St., Chicago, Ill. (Lift, platform and stevedore)  
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)  
 McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)  
 Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.  
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)  
 Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)  
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
**Self Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)**  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)  
 Streich & Bro. A.; 318 Eighth St., Oshkosh, Wis.  
 Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)  
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)  
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)  
 West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.

## TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.  
**Self Lifting Piano Truck Co.; Findlay, Ohio.**

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## TRUCKS (Tying)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Clark Tractor Co.; Battle Creek, Mich. (also Lifting)  
 Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.  
 Economy Eng. Co.; 2631 W. Van Buren St., Chicago, Ill.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 Excelsior Plimtruck Co.; Woodland Ave., Stamford, Conn.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 New Jersey Fdry. & Machine Co.; 9 Park Place, New York, N. Y.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Terminal Eng. Co., Inc.; 17 Battery Pl., New York, N. Y.  
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
 Yale & Towne Mfg. Co.; 4630 Tacony St., Philadelphia, Pa.

## VAULTS (Fumigation)

Calcyanide Co., 60 E. 42nd St., New York, N. Y.  
*(See advertisement elsewhere in this issue.)*  
 Furniture Fumigation Corp., 500 Fifth Ave., New York, N. Y.  
 Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.  
 Courtney & Son, Thomas; 310 Spring St., New York, N. Y.  
 Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.  
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
 Hirsh-Weiss Mfg. Co.; 205-209 Burnside St., Portland, Ore.  
 Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.  
 Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo.  
 McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.  
 Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.  
 Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Ga.  
 Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo.  
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
 Rissman & Son, John; 841 Blue Island Ave., Chicago, Ill.  
 Scott Mfg. Co., Cyrus W.; Houston, Texas.  
 Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.  
 Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.  
 Sweet, Orr & Co.; 15 Union Square, New York, N. Y.  
 Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.  
 Welch-Cook-Beals Co.; 321-29 S. Third St., Cedar Rapids, Iowa.  
 Zions' Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

## WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

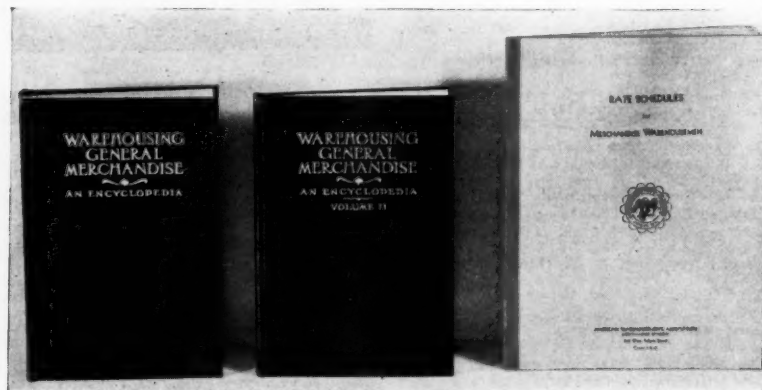
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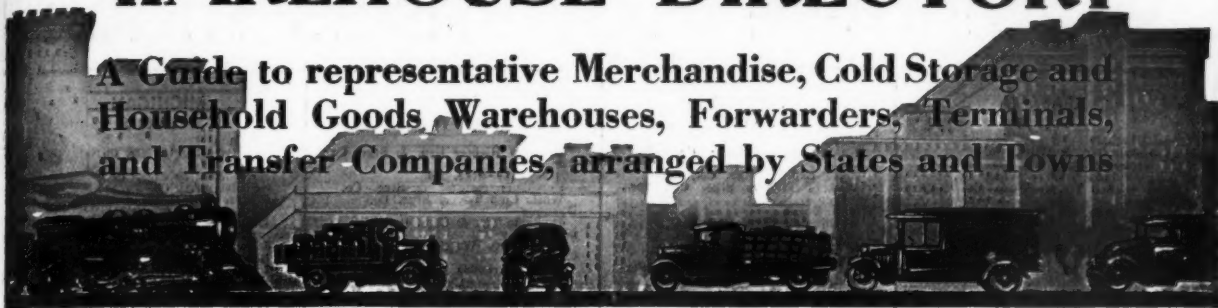
249 WEST 39th STREET

NEW YORK CITY



# WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



## "Andy Says"



TO what extent the NRA codes being prepared by the national associations in the warehousing industry are acceptable to the Administration authorities in Washington is yet to be decided. Needless to say, however, warehousing will do its part to cooperate with Washington in making the "Blue Eagle," and all that it stands for, a success.

Warehousing, like other industries, has within it firms who refuse to cooperate along ethical lines with either competitors or customers, and if the NRA and its policies are to work out arrangements which will put everyone in this industry on a square-shooting competitive basis, what could be more desirable? If NRA does this, it will make it possible for all in the business to work at a profit.

For more than thirty years this publication has untiringly worked for the best interests of public warehousing. Warehousing has become a most important part in distribution and the safe care and protection of products for storage, and it is entitled to its fair charge for such services. They are a necessary service or they wouldn't exist, and the fact there is more than one billion dollars invested in this industry in the United States, alone bespeaks its necessity and its efficient and effective methods of operation.

Now the time has arrived to check up on "Who's Who" in this huge business. Most firms will, without question, sign the respective codes written by

their associations. Once signed, they will be forced to abide by the tenets of those codes or eventually answer "why" to NRA officials.

Let us hope that NRA will do as much for warehousing as warehousing is expected to do for the purposes for which the Act itself was originally conceived to do for the country in general.

A NEW year will soon begin and from all reports we have had from all parts of the Union, it should be a good year for warehousing. (See page 11.)

In this connection, *Distribution and Warehousing* is starting the compilation of the 1934 ANNUAL WAREHOUSE DIRECTORY ISSUE, which will be a part of the regular January edition of "D. & W." We need hold no briefs as to the importance and value of this great issue each year. It has become an institution for service between warehouseman and distributor. Its years of publication have built up a prestige for its advertisers that none will deny.

Now that the time is near when you must think of your plans for getting new business in 1934, think also of starting your advertising with this effective edition of "D. & W."

*Andy*

## CONVENTION CALENDAR

(Annual or Semi-Annual Meetings)

Sept. 8-9 ..... Texas-Southwest Warehouse & Transfermen's Assoc'n. Mineral Wells  
October ..... Cleveland Furniture Warehousemen's Association ..... Cleveland  
October ..... Connecticut Warehousemen's Association ..... To be announced  
October ..... Fort Worth Warehouse & Transfermen's Association ..... Fort Worth  
October ..... Indiana Furniture Warehousemen's Association ..... To be announced  
Oct. or Nov. .... Central New York Warehousemen's Club ..... To be announced

November ..... Colorado Transfer and Warehousemen's Association.. To be announced  
Nov. 17-18 ..... Southern Warehousemen's Association ..... Atlanta  
December ..... Detroit Furniture Warehousemen's Association ..... Detroit  
December ..... Grand Rapids, Transfer & Storage Men's Assoc'n of ..... Grand Rapids  
December ..... Illinois Association of Merchandise Warehousemen ..... Chicago  
December ..... Michigan Furniture Warehousemen's Association ..... To be announced

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O. K. Tfr. & Sigs. Co.  
Oklahoma Bonded Warehouse Co.  
Red Ball Tfr. & Sigs. Co., Inc.  
Tulsa  
Federal Storage Co.  
Hodges, Ppf. Whse., Joe  
Tulsa Terminal Sigs. & Tfr. Co.

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Portland  
Colonial Warehouse & Tfr. Co.  
Holman Transfer Co.  
Northwestern Transfer Co.  
Oregon Transfer Co.  
Rapid Transfer & Sigs. Co., Inc.  
Wilhelm Warehouse Co., Rudie

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Bethlehem  
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Donora  
Zeffiro Tfr. & Sigs., Al  
Erie  
Erie Storage & Carting Co.  
Harrisburg  
Central Sigs. & Tfr. Co.  
Harrisburg Storage Co.  
Hazleton  
Kant's Transfer & Storage  
Johnstown  
Replegle Storage Co., I. D.  
Lancaster  
Keystone Exp. & Sigs. Co.  
Lancaster Storage Co.  
New Castle  
Keystone-Lawrence Tfr. & Sigs. Co.  
Oil City  
Carnahan Tfr. & Sigs.  
Philadelphia  
Atlas Storage Warehouse Co.  
Fenton Storage Co.  
Fidelity-20th Century Sigs. Whse.  
Hildenbrand Bros.  
Merchants Whse. Co.  
Miller North Broad Sigs. Co.  
Terminal Warehouse Co.  
Pittsburgh  
Duquesne Warehouse Co.  
Haugh & Keshan Sigs. & Tfr. Co.  
Kirby Transfer & Storage Co.  
South Side Tfr. & Sigs. Co.  
White Terminal Co.  
Reading  
Columbian Warehouse Co.  
Scranton  
Post, Robert F.  
Uniontown  
Keystone Transfer Co.  
Wilkes-Barre  
Merchants Warehousing Co.  
Wilkes-Barre Warehousing Co.  
Williamsport  
Williamsport Storage Co.

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Cady Moving & Storage Co.  
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Charleston  
Charleston Whse. & Fwdg. Co.

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United Warehouse & Terminal Co.  
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Johnson Storage & Dist. Co.  
Corpus Christi  
Crocker Tfr. & Sigs. Co., Inc.  
Dallas  
American Tfr. & Sigs. Co.  
Dallas Tfr. & Terminal Whse. Co.  
Inter-State Ppf. Sigs. & Tfr. Co.  
El Paso  
Daniel Storage Co., R. L.  
Fort Worth  
Rinyon-O'Keefe Ppf. Sigs. Co.  
O. K. Warehouse Co., Inc.  
Elvaston  
Wiley & Nicholls Co.  
Harlingen  
Jones Tfr. & Sigs. Co., Inc.  
Houston  
Patrick Tfr. & Sigs. Co.  
Universal Terminal Whse. Co.  
Westheimer Tfr. & Sigs. Co., Inc.  
San Antonio  
Merchants Tfr. & Sigs. Co.  
Moegge-Jenull Warehouse Co.  
Scobey Fireproof Sigs.  
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Olympic Whse. & Cold Sigs. Co.  
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Spokane Tfr. & Sigs. Co.

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Montreal  
Morgan Trust Co.  
National Terminals of Canada, Ltd.  
Westmount  
Westmount Tfr. & Sigs. Ltd.



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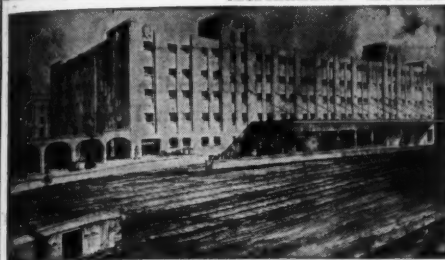
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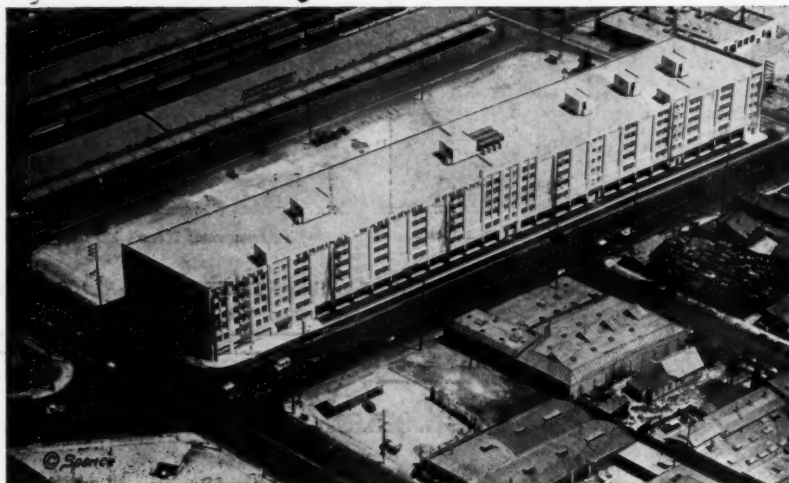
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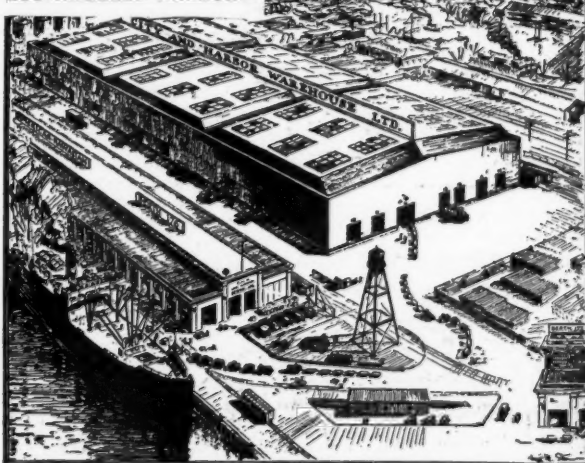
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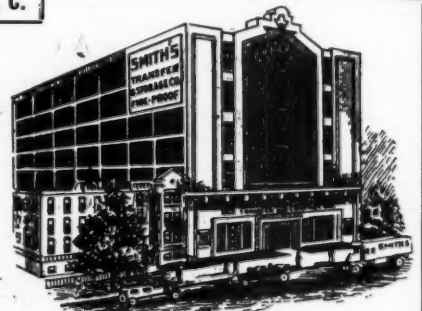
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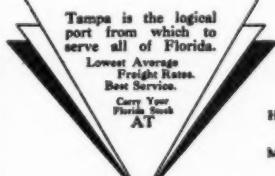
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MERCHANDISE DISTRIBUTION  
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Invested Capital \$325,000

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consign to us and the same will be given our best attention.  
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Write for booklet, rates, and full particulars.

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Only warehouses in Chicago  
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C. L. & L. C. L.  
Daily

No Cartage  
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Truck Accommodations—400 Ft. All  
Under Cover. Reshipping—Merchants'  
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220,000 sq. ft. of Modern Storage  
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Most Centrally Located  
2 Blocks from New Union Station  
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Also operate three modern warehouses in Kansas City and the  
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Trap Car Reshipping • Motor Truck Deliveries  
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RALPH J. WOOD, Pres. MORRISON C. WOOD, Treas.  
For Shipments to the South Side's Finest Residential Districts  
CONSIGN TO  
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Main Office and Warehouse—4259 Drexel Boulevard  
"40 Years of Distinctive Service"  
Personal attention of executives to customers. Collections promptly remitted.  
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LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
WAREHOUSES

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With convenient locations

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With excellent transportation facilities

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**FULL  
VALUE  
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Every advantage of good location, modern buildings and equipment—plus intelligent cooperation and broad experience—insure the "plus features" that make Railway Terminal service outstanding in Chicago.

**RAILWAY TERMINAL  
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Three warehouses close to the Loop—  
Direct railroad connections—Dock space  
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*Write for information on services adapted  
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Five Storage Warehouses**

Established 1880

Complete facilities for the Storage, Removal, Packing or Shipping of

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Member: N. F. W. A. &amp; I. F. W. A.

**KEEP IT UP!**

One step won't take you very far, you've got to  
keep on walking;

One word won't tell them what you are, you've  
got to keep on talking;

One inch won't make you tall, you've got to keep  
on growing;

One little "ad" won't do it all, you've got to keep  
'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy.*

**SENG TERMINAL WAREHOUSE CO.**

(1) Seng Terminal Warehouse Co.  
(2) C. & N. W. Passenger Depot.  
(3) Union Depot.  
(4) Daily News Bldg.  
(5) Civic Opera Bldg.  
(6) Merchandise Mart.  
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The Seng Terminal Warehouse Co. is lo-  
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Modern office space is available in this  
warehouse building.

We have direct truckage connections with  
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loading and unloading is under cover.

Completely equipped for merchandise  
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Operated in conjunction with the V. Seng  
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an efficient delivery and cartage service to  
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## Soo Terminal Warehouses

519 W. Roosevelt Road

(Near Loop)

### Merchandise Storage—Pool Car Distribution

Less Carloads To and From All Trunk Lines,  
North Shore Electric and Aurora and Elgin Elec., and their connections  
handled without Cartage Charges.  
Cool Temperatures—Candy Stored All Year  
Ground Floor Warehouse Spaces With or Without  
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LOCATED IN THE CENTER OF DISTRIBUTION

FINEST RAILROAD FACILITIES

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STORAGE  
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WESTERN Service brings you close to your market. It is "Chicago's Big Downtown Warehouse," located at the edge of the Loop and in the heart of the wholesale, jobbing and railway terminal districts. No cartage charges in forwarding out-of-town shipments.

Here are unlimited facilities and the will to be genuinely helpful in aiding your distribution and sales. Consult us. Details gladly furnished.

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Merchandise Storage and Distributors

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Prompt Delivery and Best of Service

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**All Points of the Compass**

Peoria is the logical center of distribution for Illinois.

We will be pleased to explain our service and facilities.

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The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

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Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads. American Warehouse Association. Members National Furniture Warehousemen's Association. Members Illinois Furniture Warehousemen's Association.

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THE CENTER OF THE QUAD-CITIES

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Merchandise and Furniture Storage, Long Distance Hauling.  
Bonded Warehouse. Storing, Packing, Shipping.

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"On the banks of the Ohio"

**MEAD JOHNSON TERMINAL CORPORATION****Combination River-Rail Truck Terminal & Warehouse**

90,000 sq. ft. floor space on one floor. Served by two railroads—C. &amp; E. I. and L. &amp; N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

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MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.

Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

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Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning. We don't expect your account unless we can show you a definite advantage over present methods.**CRANDALL TRANSFER & WAREHOUSE COMPANY**  
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N. W. Riverside Drive and Ingle St.

120,000 sq. ft. Floor Space Sprinklered Building. Lowest Insurance Rates. General Merchandise and Furniture Storage.

Office and Warehouse Space to Lease or Rent.

RIVER, RAIL, TRUCK FACILITIES. Operating Evansville. Central Union Truck Terminal, Inc. Store door delivery service to 300 towns in Southern Indiana, Illinois and Western Kentucky.  
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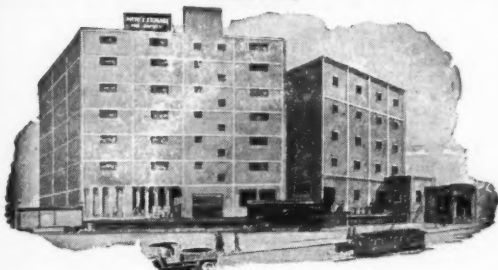
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**'Necco Sweets'**Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

**FORT WAYNE, IND.**

**PETTIT'S STORAGE WAREHOUSE CO.**  
"FIREPROOF" BUILDINGS  
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District  
We have our own truck line and are equipped to make prompt deliveries  
Private siding



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Members N.F.W.A., Allied Van Lines

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**Transfer and Fireproof Warehouse**

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WAREHOUSE and OFFICE: 405 Douglas Str.

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"Service That  
Satisfies"

POOL CAR  
DISTRIBUTION



**TRIPP WAREHOUSE COMPANY**

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Centrally located in Shipping District  
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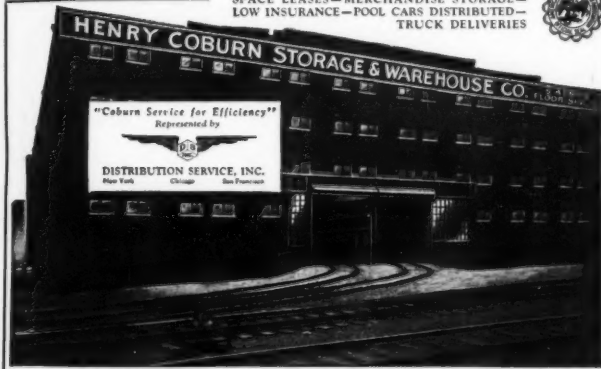
Private R.R. Track Capacity 21 Cars connecting with all Lines.

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Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

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LOW INSURANCE—POOL CARS DISTRIBUTED—  
TRUCK DELIVERIES



**DAVENPORT, IOWA**

Including Rock Island and Moline, Ill.

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Fireproof Warehouse, on Trackage—In the Business and Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal.

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Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering Des Moines

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Prompt, careful Warehouse and Transfer Service. Pool car distribution. Our personnel possesses the special knowledge required to ship Farm Implements and Parts, and this class of business is solicited.

Free Switching

Modern Facilities

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General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

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Fine  
First  
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**MERCHANTS**  
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**TRY OUR SUPERIOR SERVICE**

35 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to every detail.

**DES MOINES, IOWA**

ESTABLISHED 1880

**White Line Transfer & Storage Co.**

(PLEASANT J. MILLS)

120 So. FIFTH AVE. DES MOINES, IOWA

Moving; Packing; Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

**AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS**

**MERCHANDISE (All Kinds)**

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., N. F. W. A., Ia. W. A., Mo. W. A.

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FEDERAL BARGE LINE  
SERVICE

FOUR TRUNK LINE  
RAILROADS

BEST POSSIBLE TRUCK SERVICE TO SURROUNDING  
TERRITORY

We Solicit General  
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Consign Your Pool Cars  
To Us

The Men Who Distribute

**Welch Laboratory Furniture**

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and consult the Directory of Warehouses



## MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory**MASON CITY WAREHOUSE CORP.**

Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&amp;NW, CRI&amp;P, CGW, CMS&amp;P&amp;P &amp; M&amp;StL RAILWAYS

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Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

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Household Goods Storage, Packing, Shipping,  
Merchandise Storage.

An Ideal Distribution Point for Kansas.

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**Sales Building Distribution**

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Overnite Delivery to Points Between Wichita and Denver  
Merchandise Storage—Carload Distribution  
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Private siding—Free switching—Pool car distribution

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**Inter-State Transfer and Storage Company****FIREPROOF WAREHOUSE**

Packing, Moving, Storing and Shipping

738-740 Armstrong

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Telephone Drexel 3430

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**TOPEKA TRANSFER and STORAGE Co., Inc.**

A.W.A.

Established 1880

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FIREPROOF WAREHOUSES FOR MERCHANDISE &amp; HOUSEHOLD GOODS

TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY

CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT &amp; SF, CRI &amp; P. U.P. and M.P.

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TRANSFER & STORAGE CO.WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

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**A Modern Distribution and  
Warehousing Service****Brokers Office & Warehouse Co.**

Murray E. Cuykendall, Gen. Mgr.

**WHAT IT MEANS TO YOU**Not something for nothing, but doing what you want  
done intelligently, economically and promptly.**AT YOUR SERVICE**

## WICHITA, KANSAS

**The Central Warehouse and Storage Corporation**

135-141 North Santa Fe Street, Wichita, Kansas

Established 1914

Merchandise Storage Only

We have over 50,000 square feet storage space. Storage and distribution rates quoted  
in application. Reinforced steel and concrete, fire-proof building. Very low insur-  
ance rates. One hour watchman service. Located on the Wichita Terminal Association  
and the Atchison, Santa Fe railroad track. Chicago, Rock Island, St. Louis, San  
Francisco, Missouri Pacific Railroads. Own private track with facility to handle  
six cars. Local distribution by our own trucks. We specialize in pool car service.*"Courtesy and Service"*

## WICHITA, KANSAS

**MID-CONTINENT  
WAREHOUSE COMPANY**

BONDED

East William St., Commerce to Santa Fe

**MERCHANDISE STORAGE  
DISTRIBUTION**A SUPERIOR SERVICE REASONABLY  
AND INTELLIGENTLY RENDERED

CHAS. KNORR, Manager

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*Forty years' experience in handling merchandise*

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**UNITED WAREHOUSE Co.**  
Merchandise Warehouses  
at  
TWO BIG  
MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

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**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSES**Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.

DISTRIBUTION OF POOL CARS A SPECIALTY

MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

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MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

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LOUISVILLE, KY.

**Louisville Public Warehouse Company**

25 WAREHOUSES

\$750,000 CAPITAL

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AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.

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**Faulk-Collier Bonded Warehouses, Inc.**

Operating

Bonded Brick Warehouses for Merchandise and Household Goods Storage. Trucks for All Classes Drayage. Private Sidings Missouri Pacific Ry. Switching Limits All Rail Lines and River Connections. Our Traffic Department Will Help Solve Your Distribution Problems.

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**Importers' Bonded Warehouse**

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**Bienville Warehouses Corporation, Inc.**

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**NEW ORLEANS, LA.**

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government. Office, 340 Bienville St.

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**NEW ORLEANS**

In the heart of the Commercial District

at New Orleans we have a distributing depot for package freight, operated for the particular service of the traffic manager by a specialized organization that will handle orders as promptly and efficiently as your own shipping department.

MODERN STORAGE WAREHOUSES  
MERCHANDISE DISTRIBUTORS

**Commercial Terminal Warehouse Co., Inc.**

N. Peters Conti Clay and St. Louis Sts.

Office: 402 N. Peters

Represented by National Warehousing, Inc.  
New York, Chicago, San Francisco

The Men Who Distribute

**Nestle's Food**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

NEW ORLEANS, LA.



**Douglas Shipline Storage &  
Douglas Public Service Corps.**

New Orleans, La.

Sprinklered storage—

1,050,000 square feet.

Mdse. and Furniture.

Switch track capacity

—60 cars.

Nine warehouses con-

venient to your trade.

Loans made against

negotiable receipts.

Trucking Department

operating 55 trucks.

Insurance Rates 12c.

to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

NEW ORLEANS, LA.

**GALLAGHER**

**TRANSFER AND STORAGE CO., INC.**

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.

Located on Mississippi River—Shipside connection.

Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.

New Orleans, La.

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**



Rail and Water Con-  
nection—Private Siding

Member

American Chain of Ware-

houses

American Warehousemen's

Association

National Furniture Ware-

housemen's Association



PORTLAND, MAINE

**Galt Block Warehouse Company**

Portland, Maine

Storage. General Merchandise, Household Goods and

Automobiles

Private track, sprinkler equipped, low insurance rate. Storage in

Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial St., Portland, Maine

J. S. SAWTELLE, Manager

The Men Who Distribute

**Horlick's Malted Milk**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water FacilitiesPool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

## BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

FIRE-PROOF WAREHOUSE

**BALTIMORE  
STORAGE CO.**

On Chesapeake and 46th Sts.

Every facility for the handling of your shipments



## BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896  
Branch Offices: N. Y., Wash., Phila., Norfolk**DAVIDSON  
TRANSFER AND STORAGE CO.**Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 36 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily  
"U. S. Customs Bonded Drayman"  
Member of Maryland Furniture Warehousemen's Ass'n

## BALTIMORE, MD.

**FIDELITY  
STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served  
All Collections Promptly Remitted**MOTOR FREIGHT SERVICE**Household Goods Pool Car Distribution Merchandise  
Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

## BALTIMORE, MD.

**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

Two warehouses located conveniently to West, Northwest  
and North Baltimore. Storage of H. H. G., Office Furni-  
ture, Silverware, Rugs and Rug Cleaning.General Merchandise Distribution—Store-door Delivery  
Pool Cars, Local Moving—Packing—Shipping.

Long Distance Moving—30 Mack Vans

Member of:  
Maryland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association

## BALTIMORE, MD.

Merchandise—Storage

**McCormick Warehouse Co., Inc.**

McCormick Bldg.

Rail Connections

## BALTIMORE, MD.

**SECURITY  
STORAGE CO.**

15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE

MOTOR VAN SERVICE

EFFICIENT AND COURTEOUS MANAGEMENT

## BALTIMORE, MD.

Satisfactory service guaranteed

**The Terminal Warehouse Company  
of Baltimore City**has received, stored and distributed merchandise  
since the year 1893The four warehouses operated by the Company have Pennsyl-  
vania Railroad sidings and one has also a steamship pier ex-  
tending into the harbor.

## HAGERSTOWN, MD.

**HAGERSTOWN STORAGE & TRANSFER CO.**GENERAL MERCHANDISE STORAGE  
HOUSEHOLD GOODS STORAGE—PACKING AND  
SHIPPING—POOL CAR DISTRIBUTIONPenn. R.R. Siding Low Insurance Rate  
Motor Truck Service

## BOSTON, MASS.

**BANKERS WAREHOUSE COMPANY**

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. &amp; H. Private Siding

Pool Car Distribution

Member Mass. W. A.

## BOSTON, MASS.

**FOR BOSTON and VICINITY**

Use This Complete Service

Every modern facility for handling  
shipments of household goods to  
Boston, including special equip-  
ment for lift vans and containers.**T. G. BUCKLEY Co.**

690 Dudley St.

Boston

Members—N. F. W. A.,—Mass. W. A.,—A. V. L.,—Can. W. A.  
Operating Dorchester Fireproof Storage Warehouse

The Men Who Distribute

**Oxford Paper**Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



BOSTON, MASS.

## CONGRESS STORES, INC.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

*Pool Car Distribution*

*Sidings on N. Y., N. H. & H. R. R.*

38 STILLINGS ST.

BOSTON

BOSTON, MASS.

## WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

## STORAGE

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

BOSTON, MASS.

Established 1830

## D. S. WOODBERRY CO.

P. O. Box 57, North Postal Station, Boston

FORWARDERS & STORAGE

*Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding*

BOSTON, MASS.

ESTABLISHED 1896  
MEMBER  
MASS. W.A.—N.F.W.A.



COMPLETE WAREHOUSING FACILITIES  
(CONTAINER SERVICE)

46 Bromfield St.

3175 Washington St.

FALL RIVER, MASS.

BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

## Keogh Storage Co.

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage  
and Pool Car Distribution  
Local and Long Distance Trucking.

BOSTON, MASS.

CHARLES RIVER STORES  
151 Beverly Street  
Boston and Maine R. R.

ALBANY TERMINAL STORES  
137 Knoland Street  
Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE  
30 Pittsburgh Street  
N. Y., N. H. and H. R. R.

DIVISIONS OF

## FITZ WAREHOUSE AND DISTRIBUTING CO.

GENERAL MERCHANDISE  
STORAGE

*Free and Bonded Space*

-:-

*Pool Car Service*

Successors to

FRANCIS FITZ CO. AND THE GENERAL STORAGE  
DIVISION OF QUINCY MARKET COLD  
STORAGE AND WAREHOUSE CO.

*Rail and Motor Truck Deliveries  
to All Points in New England*

FALL RIVER, MASS.

NEW BEDFORD, MASS.  
WATUPPA, MASS.

## Mackenzie & Winslow, Inc.

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

PITTSFIELD, MASS.

## Mills Storage and Warehouse Co. PUBLIC BONDED WAREHOUSES

Household Goods, Pianos, Trunks and Merchandise

Steam Heat      Separate Rooms      Electric Lights      Elevator Service  
Insurance and Transportation Supplied  
Household Goods Packed and Shipped to all Points  
Tel. Connection, Mills Buildings, 328 North St., Pittsfield, Mass.

SPRINGFIELD, MASS.

## Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
M. W. A.

*Daily Trucking Service to  
suburbs and towns within a  
radius of fifty miles.*

SPRINGFIELD, MASS.

## Connecticut Valley Storage Warehouse Company

79 Page Blvd., Springfield, Mass.

General Merchandise Storage  
"We specialize in service."

Our service includes everything that a manufacturer, distributor, broker or agent  
desires for himself or his customers.

B. & A. R. R. Siding—New Haven and B. & M. Connections  
Reference—Any Springfield Bank.

BOSTON, MASS.

## Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.  
Hoosac Stores, Hoosac Docks, Charlestown, Mass.  
Warren Bridge Warehouse, Charlestown, Mass.

## SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. W. Connelly, V.-Pres.

**Hartford Despatch and Warehouse Co.**  
88 Birnie Avenue

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE RADIUS. SPECIAL FACILITIES FOR STORING, MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



## SPRINGFIELD, MASS.

**J. J. Sullivan The Mover, Inc.**

Fireproof Storage

Office: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing, Shipping

Pool Car Distribution of All kinds

Fleet of Motor Trucks

Hauling Agent: Allied Van Lines, Inc.

## CADILLAC, MICH.

Best service in Northern Michigan

Private siding, Free switching service.

Moving—Packing—Storage

**CADILLAC STORAGE & TRANSFER CO.**

607 Wood Street

Cadillac, Mich.

## DETROIT, MICH.



M. F. Baier, Pres.

**BAIER TRANSFER & STORAGE CO.**

43 Griswold St.

DAILY MOTOR FREIGHT SERVICE BETWEEN  
DETROIT—TOLEDO—CLEVELAND—FLINT—  
BAY CITY AND SAGINAW

Canadian License

Member: NFWA—AVL and MichWAssn.

## DETROIT, MICH.

**We Have Doubled Our Facilities  
and Doubled Our Service . . .**Two great storage and distributing systems  
have been merged to increase their usefulness  
in the warehouse field.**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the City of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Connected  
directly with every railroad entering the city.**CENTRAL DETROIT WAREHOUSE CO.**

Fort and Tenth Streets, Detroit, Mich.

## DETROIT, MICH.

**CADILLAC STORAGE CO.**

11745 Twelfth Street, Corner Tuxedo

FIREPROOF HOUSEHOLD GOODS STORAGE, COLLECTIONS  
PROMPTLY REMITTED ON ALL SHIPMENTS SENT IN OUR  
CARE

Member M. F. W. A.

## DETROIT, MICH.

**FEDERAL  
WAREHOUSE COMPANY**

Personal Service that is different

Pool car distribution by our own trucks

Lafayette 1157-1135

Try us and be convinced

## DETROIT, MICH.

**GRAND TRUNK RAILWAY TERMINAL  
& COLD STORAGE COMPANY, DETROIT, MICH.**

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-  
transit service, offering every facility  
known to modern distribution.New  
Ultra-Modern  
PlantTrunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

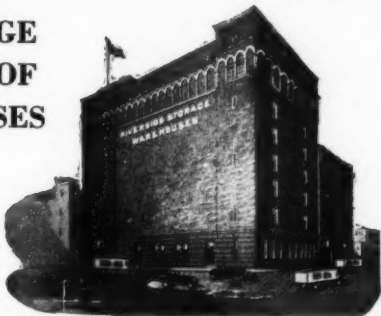
**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**Our reinforced concrete building, centrally  
located, assures very prompt delivery of goods to  
our patrons' customers. Desirable offices for rent.  
Quick service on pool cars. Prompt reshipments  
and city deliveries by our own motor trucks.

DETROIT, MICH.

James D. Dunn, President and Treasurer

FOUR LARGE  
FIRE - PROOF  
WAREHOUSES

STORAGE  
PACKING  
SHIPPING



Household Goods

"SERVICE WITH SECURITY"

Located in the heart of the jobbing district

We solicit the careful handling and warehousing of special merchandise accounts such as Refrigerators, Vacuum and Radio Equipment, Washing and Ironing Machines, Drugs and Toilet Supplies and package goods of every kind.

Personal service guaranteed. Let us represent your interests in Detroit.

RIVERSIDE STORAGE AND CARTAGE CO.  
Cass and Congress Sts. Detroit, Mich.

Member: NFWA—AWA—MichFWA—MichWA—DFWA

DETROIT, MICH.

Thoroughly  
Serving  
Greater  
Detroit



The full meaning of "Complete Warehouse Facilities" was never more thoroughly expressed than when the giant United States Warehouse Co. of Detroit was opened less than two years ago.

The largest terminal warehouse in the heart of the city, United States is living up to its reputation for anticipating the numerous storage requirements of all types of commodities.

General merchandise, cold or sharp freezer service, receiving, forward-

ing, distribution, storage-in-transit and warehouse financing are all a part of this United States service.

Six million cubic feet of space are provided in the United States Warehouse building. Forty trucks can operate at one time at the unique truck docks which are away from the congested thoroughfares. Fireproof construction makes your insurance rates the lowest.

You will be pleased with United States service.

United States Warehouse Company  
1448 Wabash Avenue Detroit, Michigan

DETROIT, MICH.

Wolverine Storage Company, Inc.  
11850 E. Jefferson Ave.

STORAGE and MOVING  
PACKING and SHIPPING  
Members N. F. W. A.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian

KALAMAZOO, MICH.

THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN

Private Siding. Free Switching Service.  
Moving—Packing—Storage

NATIONAL STORAGE COMPANY

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW

440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



MUSKEGON, MICH.

RICHARDS WAREHOUSES

NFWA—AWA—MFWA—Allied Van Lines

Most central Lake port in Western Michigan.

Pera Marquette Trackage.

General Merchandise—Household Goods Moved—Packed—Shipped  
Richards Storage Corporation, 410-420 Morris Street

PONTIAC, MICH.

Member—N.F.W.A., A.V.L., Mich.F. W. A.

GAUKLER FIREPROOF STORAGE CO.

Moving, storing, packing and shipping of household goods

9-11 ORCHARD LAKE AVE.

Operated in conjunction with

PONTIAC CARTAGE COMPANY

359 S. JESSIE ST. AT G. T. R. R.  
Merchandise distribution and warehousing  
Fireproof warehouse—Office space—Private siding



## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**  
GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION  
SPRINKLER SYSTEM  
Private Sidings M. C. R. R.  
SAGINAW, MICH. Office  
N. Michigan Ave.

## DULUTH, MINN.

**MCDUGALL TERMINAL and COLD STORAGE CO.**  
DULUTH, MINN.  
THE GATEWAY TO THE NORTHWEST

Cold  
StorageGeneral  
Merchandise

POOL CAR DISTRIBUTION  
LOCATED IN THE HEART OF THE JOBBING DISTRICT  
LOW INSURANCE RATE  
R. D. ALWORTH, Pres. B. E. HALGREN, Gen. Mgr.

## MINNEAPOLIS, MINN.

Established 1890

**CAMERON**  
TRANSFER & STORAGE CO.  
734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.  
Local and long distance motor truck service.

## MINNEAPOLIS, MINN.

611 Washington Ave. No.

Complete Storage and Dis-  
tribution Service Throughout  
the Northwest.

**KEDNEY**  
WAREHOUSE COMPANY

Separate houses  
in both cities  
for storage of merchandise  
& Household Goods



8th &amp; John Sts.

ST. PAUL, MINN.

## MINNEAPOLIS, MINN.

In Minneapolis—

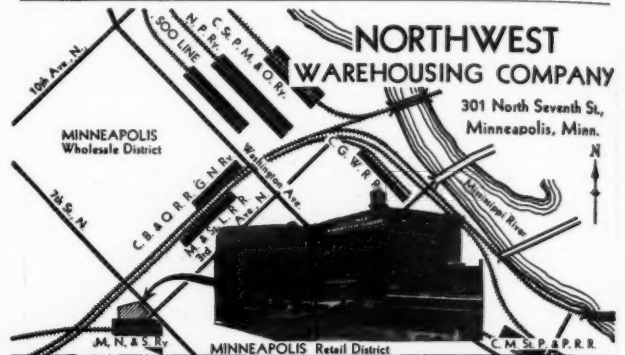
**MINNEAPOLIS TERMINAL  
WAREHOUSE COMPANY**

provides complete storage and distribution services  
for the Northwest Market for many of the largest  
National distributors.

In St. Paul—

**ST. PAUL TERMINAL WAREHOUSE  
COMPANY**

offers the same progressive services and facilities under  
the same management. We invite your inquiries.



Here you get close to MINNEAPOLIS Buyers

## MINNEAPOLIS, MINN.

The Northwestern

**TERMINAL**

PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIES

OPERATING OFFICE: 340 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.—A.W.A.

## MINNEAPOLIS, MINN.

**SKELLET Company**

514 Second Ave. South, Minneapolis, Minn.

Owns and Operates

a modern fireproof warehouse of 110,000 sq. ft. with private  
sidetrack on the C. M. St. P. & P. Ry.

Ballard Storage and Transfer Co. of St. Paul, with  
125,000 sq. ft. of fireproof stor-  
age space, is owned and oper-  
ated by the same management.



Both warehouses equipped with  
A. D. T. fire alarm.

Members of AWA—NFWA—  
Can. S&T—AVL—Minn. WA



## MOORHEAD, MINN.

"Service That Satisfies"

**MOORHEAD  
STORAGE AND TRANSFER CO.**

(Operated by Leonard, Crosset &amp; Riley, Inc.)

A complete merchandise and pool car distribution Warehouse, Bonded.  
Steam heat and sprinkler system throughout entire building. On main  
line G. N. & N. P. Railways, our own private Terminals. Lowest in-  
surance rates any storage warehouse in the Northwest.

ROCHESTER, MINN.

## Carey Transfer & Storage

903 6th St., N. W.

SB. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

ST. PAUL, MINN.

## CENTRAL WAREHOUSE COMPANY

SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

MERCHANDISE STORAGE

DISTRIBUTION

COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

DISTRIBUTION SERVICE, INC.

100 Broad St. 445 W. Erie St. 625 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Bowling Green 9-0986 Phone Sup. 7180 Phone Sutter 3481

*An Association of Good Warehouses  
Located at Strategic Distribution Centers*

ST. PAUL, MINN.

In St. Paul—

## ST. PAUL TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In Minneapolis—

## MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.

JACKSON, MISS.

MEMBER



## RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for  
MOVING, PACKING and STORING  
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRB Co.,  
Low Insurance Rate

MOTOR TRUCK SERVICE

JOPLIN, MO.

## Tonnies Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates  
PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

## it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

"The Heart of America"

## ADAMS TRANSFER & STORAGE CO.

228-236 West Fourth Street

"Surrounded by the Wholesale District"  
MERCHANDISE STORAGE—LOW INSURANCE RATES—  
POOL CAR DISTRIBUTION—FREIGHT FORWARDERS  
AND DISTRIBUTORS—PROMPT AND EFFICIENT  
SERVICE  
Member of A.C.W.—A.W.A.—Traffic Club of K. C.—Kansas  
City Chamber of Commerce—U. S. Chamber of Commerce.

KANSAS CITY, MO.

"OVER 50 YEARS OF KNOWING HOW"

## CENTRAL STORAGE CO.

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE—SPACE LEASES—  
TRUCK DELIVERIES—POOL CARS DISTRIBUTED—  
LOW INSURANCE

Main Office and Plant—1427 West 9th St.

In Center of Wholesale and Freight House District

KANSAS CITY MO.

Financing

## CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating

Brokers' Warehouse, Security Warehouse, Terminal  
Warehouse

KANSAS CITY, MO.

# MONARCH STORAGE

DAN P. BRAY, Pres.

Main Office  
1818 E. 31st St.

Branch Office  
39th & Main

Member of Mayflower Warehousemen's Association

KANSAS CITY, MO.

## W. E. Murray Transfer & Storage Co.

Modern Fireproof Warehouse with private siding on terminal tracks  
connecting all Railroads.  
Distribution and Storage Merchandise and H. H. Goods.  
Pool Cars Promptly Handled and Reports Mailed in.  
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY  
2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO.

## THE ONLY WAY TRANSFER & WAREHOUSE COMPANY

Merchandise  
Storage and Drayage  
Pool Car Distributors

Parcel Post Forwarders  
Track connections with all  
railroads.

In the heart of the Freight House and Wholesale District  
"30 years of continuous service"

KANSAS CITY, MO.

Member—American Warehousemen's Assn.  
Missouri Warehousemen's Assn.  
K. C. Warehousemen's Assn.

## RADIAL WAREHOUSE COMPANY

POOL CAR

Shipments Forwarded Without Drayage Charge

MERCHANDISE

Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.

UNITED WAREHOUSE CO.  
Merchandise Warehouses  
at  
TWO BIG  
MARKETS  
WICHITA, KANSAS KANSAS CITY, MO

## ST. LOUIS, MO.

ESTABLISHED 1913

Unsurpassed Facilities for Handling  
Household Goods, Fireproof Warehouse  
*Your Interests Will Be Safely Guarded*

**BENA.  
LANGAN**  
STORAGE & VAN CO.

5201 Delmar Blvd.

Member Chamber of Commerce. N. F. W. A.

## ST. LOUIS, MO.



**S. N. Long Warehouse**  
ST. LOUIS

*"Business Making Service"*

**ST. LOUIS TERMINAL  
WAREHOUSE CO.**



**Largest Warehouse Organization  
in St. Louis**

(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

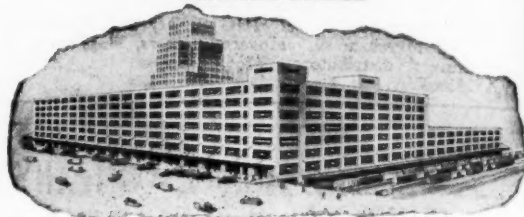
We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

855 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

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**Merchandise Storage**

State and U. S. Customs Bonded

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TWO WAREHOUSES—VAULT STORAGE

POOL CAR DISTRIBUTING, FORWARDING, FREIGHT

630 Utah Ave. and 802 So. Arizona St.,

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Member, A.W.A.—N.F.W.A.—Tr. &amp; Shipmen's Assn. of Mont.

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1876

1933



**Borley Storage & Transfer  
Co., Inc.**

Pool Car Distribution

FIREPROOF

BONDED

FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE

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100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 8th Street

35,000 Sq. Feet  
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**SULLIVANS**

1889

44 Years of Continuous Service

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Merchandise and Household Storage—Pool Car Distribution.  
General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

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Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

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R. J. MAYER, PRESIDENT

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State Bonded Warehouse

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Pool Car Distributor

Union Pacific Siding—Free Switching

Low Insurance Rates

Office, 1107 Howard Street

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Member of N.F.W.A.—A.W.A.

**FORD BROS**  
**Van & Storage Co.**

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Storage  
Warehouses, Inc.

*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

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Located on C. B. & Q. Ry. siding

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POOL CARS A SPECIALTY

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Goods and  
Merchandise  
Piano Moving

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Auto Vans—No Road Too Long

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All the Oranges

Newark

Irrington

Agents for Aero Mayflower Transit Company.

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STORAGE SHIPPING PACKING

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling

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Agent: Allied Van Lines, Inc.

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**K. & E. DeLuxe Padded Van Co., Inc.**

Up-to-date facilities for lift van consignments

Four story modern storage facilities, private siding on central railroad, distribution of pool car shipment, and a fleet of large padded vans assure speedy delivery.

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*Distribution Service*

**ESSEX WAREHOUSE CO.**

600 OGDEN ST., NEWARK, N. J.

Located in the very heart of the city.

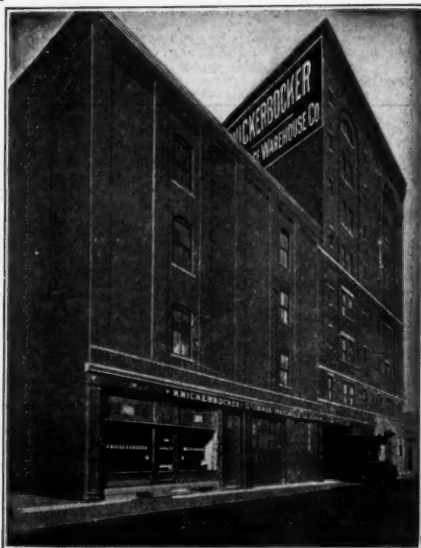
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Fine,  
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Vaults.  
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handling  
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promptly  
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MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR  
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Storage and Distribution of  
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Lehigh Valley Railroad siding.  
We operate our own fleet of Motor  
Trucks making store door  
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New Fireproof Storage Warehouse  
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New Jersey's Largest Moving and Distribution  
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Trenton's Only Fire Proof Storage

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STORAGE WAREHOUSES  
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Storage for every need. Pool cars a spe-  
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Local, regional and storage-in-transit  
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Private Siding. Sprinklered.

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PUBLIC STORAGE, SPRINKLER SYSTEM  
LOWEST INSURANCE

On main line of N.Y.C., West Shore R.R., and New York  
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Direct R.R. 20 Car Capacity Siding on BOTH  
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OFFICES, 86 LEWIS ST.

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Pool Car Service—DL&W RR Siding

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*We Specialize on*  
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Call on us at any time for any class of work.  
We can handle collections for you carefully and  
quickly. Our strictly fireproof building is ideal-  
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fleet of electric and gasoline vans insures you de-  
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**FIREPROOF THROUGHOUT**

Largest and Oldest Established Warehouses in  
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Modern in Every Respect

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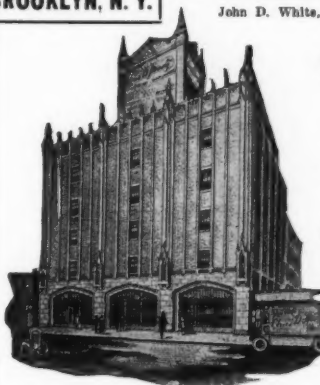
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"First Moving Vans in America"

Modern Depository for the Storage of  
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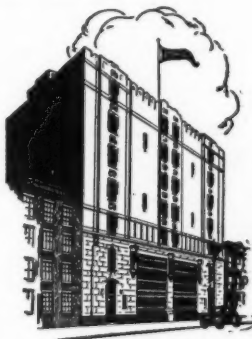
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Packing, Shipping, Moving  
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Send Your Buffalo Shipments to

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Offices: 343 Parkdale Ave.

Household Goods Storage Packing  
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Long Distance Motor Truck Fleet. Members U.V.S., Inc.

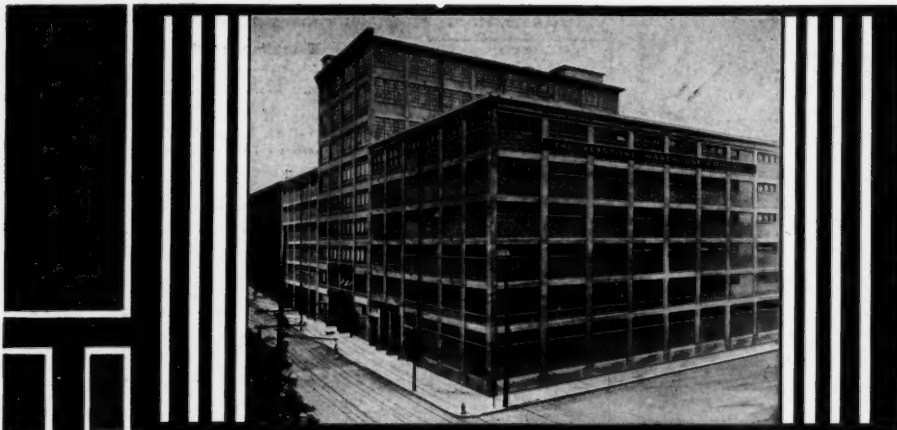
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600 ROOMS  
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A ROOM and  
A BATH  
For TWO and  
A HALF

**\$2.50** SINGLE WITH BATH  
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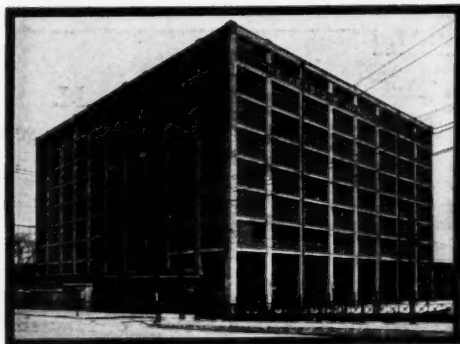
**HOTEL**  
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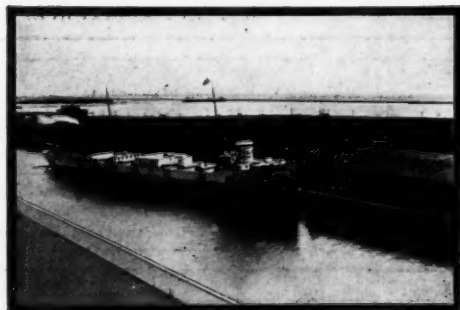


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Seneca, Hamburg and Alabama Streets

# THE MOST COMPLETE WAREHOUSING SERVICE IN BUFFALO



SWAN STREET WAREHOUSE  
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UNION DOCK WAREHOUSE  
City Ship Canal

Modern warehouses located in the very heart of the wholesale and retail districts are served by all railroads entering the city, Great Lakes steamers and New York Barge Canal lines. The principal suburban auto trucking companies maintain offices within the building. Special attention is given to pool car distribution. Our capacity is 50 cars per day, all of which are worked under cover. This assures the movement of merchandise with utmost safety and dispatch. By making KEYSTONE your warehouse you can reduce your trucking cost and enjoy the very lowest possible insurance rates.

We are especially equipped to warehouse valuable food products and other classes of package merchandise.

Write for details as to how our service can be utilized to effect real economies

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**Seneca & Hamburg Sts.  
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50 Mississippi Street, Buffalo, N. Y.  
**POOL CAR DISTRIBUTION**  
**MERCHANDISE STORAGE**  
**PRIVATE SIDING**

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*Let us care for your needs in Buffalo*

**Larkin Terminal Warehouse**  
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Specializes in handling  
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on railroad shipments.      Lowest insurance  
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**GENERAL MERCHANDISE STORAGE & DISTRIBUTION**  
**POOL CARS DISTRIBUTED**  
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1500 Feet Private  
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Located on Main Line D. L. & W., Erie, Penna. and L. V. Railroads, who  
will place cars at our PRIVATE Siding without COST.  
BEST Warehouse in the Southern Tier, for Warehousing and Distribution of  
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**MERCHANDISE—HOUSEHOLD GOODS**

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**Forest Hills Fireproof Storage**

Austin St. and Herrick Ave.

Storage and Shipping of Household  
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Serving Forest Hills, Elmhurst, Kew Gardens,  
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Pool Cars Distributed.

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**New Fire Proof Warehouse**

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OPERATED BY

DAY & MEYER, MURRAY & YOUNG

OPERATING CORPORATION

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**FRED C. KELLEY INC.**

Storage Warehouse

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PACKING : SHIPPING

POOL CAR DISTRIBUTION

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Route Shipments for Long Island To

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Specializing in Packing and Shipping  
High Grade Furniture and Art Objects

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Merchandise Storage—Distribution  
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Semi Fireproof      Fireproof

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General Merchandise Storage and Pool Car Distribution for all of  
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New Buildings—Low Insurance Rate  
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Offices—24-28 Lawton Street

Household Goods Storage, Packing, Shipping, General  
Merchandise Storage and Distribution  
Pool Car Shipments Distributed  
Careful Service for Westchester County

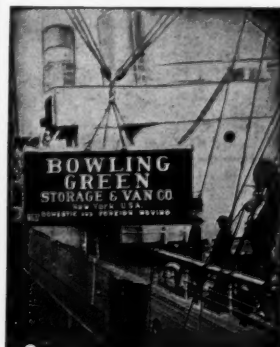
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Merchandise Warehousing and Distribution in the  
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Centrally Located—250,000 Square Feet—Prompt Service  
514-520 West 36th St.

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2 Warehouses at  
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and  
506-510 WEST 156th ST.

Household Goods  
Stored, Shipped,  
Moved and Packed

Member of Aero Mayflower Transit Co. and  
Mayflower Warehousemen's Association



## NEW YORK, N. Y.

**BRONX VAN & STORAGE CO., INC.**

2045 Boston Road

**FIREPROOF STORAGE WAREHOUSE**

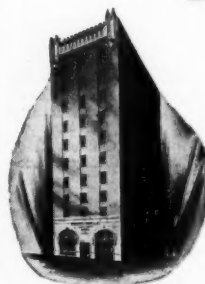
General Merchandise, Furniture  
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Prompt Delivery and Best of Service

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**Byrnes Brothers Warehouses, Inc.**

ESTABLISHED 1870



Two centrally located modern fire-  
proof warehouses, adjacent to all rail-  
roads, for prompt and economical  
handling of your shipments.

Sixty two years of dependable service  
is your guarantee in selecting us as  
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Three Generations of Satisfied Customers

**Columbia Storage Warehouses**

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CHAS. R. SAUL, Pres.

Household Goods, Boxing, Packing  
Shipping—Works of Art, Antiques, etc.  
Convenient to All Railroads and Piers

Agent for

ALLIED VAN LINES, INC.

Specialists in Long Distance Removals

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Member of { National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Merchants' Association of New York

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Fireproof Storage Warehouses

**Dunham & Reid  
Inc.**

The storing, packing, moving and shipping of Household Goods and  
Art objects is attended to on a basis of quality. Dunham & Reid  
Service surrounds the shipper at all times with a greater margin  
of Safety and Security. Low insurance rates. Prompt remittances.  
Located in the heart of New York.

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**Federal Matches**  
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"SERVICE THAT SATISFIES"

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1569-1575 Southern Boulevard



MODERN  
FIREPROOF  
WAREHOUSE

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

NEW YORK, N. Y.

Some businesses live in the past,  
others in the present, and some in  
the future.

Our past is history, our present  
is the result of the past, and our  
future is assured with "Porto-  
vaults."

### Day & Meyer Murray & Young, Inc.

1166-70—2nd Ave.

Member of

N. F. W. A., N. Y. F. W. A.



NEW YORK, N. Y.

### THE GILBERT STORAGE CO., INC.

Specialists in Pool Car Distribution—Warehouses Located on East and West  
Side—Fireproof Storage.  
Formerly HARLEM STORAGE WAREHOUSE CO., INC.  
Executive Offices, 39 W. 66th St. West Side Warehouse, 39 W. 66th St.  
East Side Warehouse, 211 E. 100th St.

Agent for ALLIED VAN LINES, INC. Nation-wide Long  
Distance Moving. A National Organization owned and op-  
erated by the leading storage warehouse companies in  
the United States.

Members N. F. W. A., N. Y. F. W. A. and N. Y. S. W. A.

NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO

Globe Fireproof Storage Ware-  
house Co., Inc.

New Fireproof Storage Warehouse

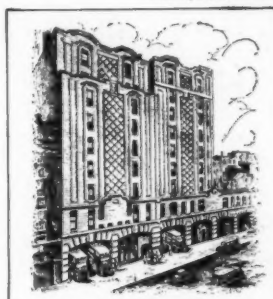
Offices: 810-812 East 170th St.

Members N.F.W.A., N.Y.F.W.A.



NEW YORK, N. Y.

William F. Hahn, Pres. Fred J. Hahn, Sec. & Treas.  
STORAGE—MOVING—PACKING  
We Specialize in Lift Van Shipments



WEST SIDE BRANCH AND GEN. OFFICE  
100-100 WEST 100th ST., N. Y. C.

### HAHN BROS.

FIREPROOF  
WAREHOUSES, INC.

108-120 WEST 107th STREET

— AND —

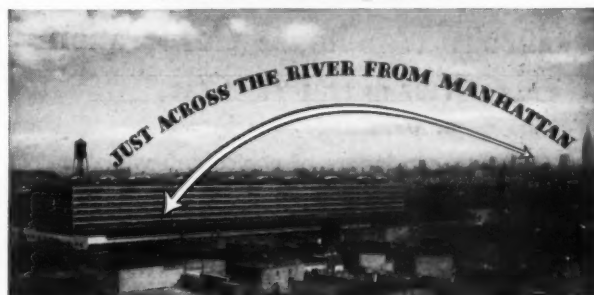
231-235 EAST 55th STREET  
NEW YORK CITY

Efficient and Capable Organization  
Modern Fireproof Buildings  
Personal Supervision

## LACKAWANNA

TERMINAL WAREHOUSES, INC.

JERSEY CITY, N. J.



### In the Heart of the Metropolitan Area

Economical and efficient distribution. Ship to us in  
straight carloads and reduce freight charges. ♦ Railroad  
shipments received and reforwarded without cartage  
expense from station in same building. ♦ Motor truck  
deliveries from warehouse to your customer's door in  
Greater New York, New Jersey, Connecticut, eastern New  
York State, Philadelphia. ♦ Special arrangements for  
handling steamship freight at minimum cost. ♦ Space  
for light manufacturing and distribution. General storage  
accounts solicited. Low insurance. ♦ Use our warehouse  
as your eastern shipping room and deliver to your cus-  
tomer in 24 hours or less. ♦ Write for detailed informa-  
tion and expert advice on your distribution problems.

NEW YORK, N. Y.



RIVERSIDE DRIVE AT  
134TH ST.

### LEE BROTHERS, INC.

Household Goods Service  
in New York

Warehouses Conveniently  
Located for Manhattan  
and Bronx

103 East 125th St. 2296 Eighth Ave.  
521 Bergen Ave. 4132 Park Ave.  
525 Bergen Ave.

General Office: Riverside  
Drive at 134th St.

New York City

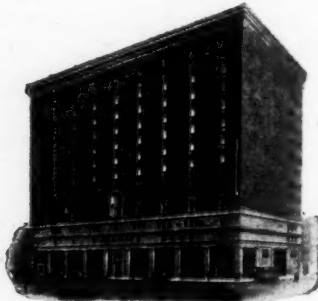
Members: N. F. W. A. and  
N. Y. F. W. A.

## NEW YORK, N. Y.

Sensible Rates

**LEHIGH HARLEM RIVER  
TERMINAL WAREHOUSE, Inc.**  
385 Gerard Ave., at East 144th St. and Harlem River  
GENERAL MERCHANDISE  
AND NEW AUTOMOBILE STORAGE  
Central and convenient location adjacent to up-town  
grocery center. Lehigh Valley Railroad tracks in the  
building. Concrete fireproof construction. Clean  
floors. Orderly arrangement. Lowest insurance rate  
in the Bronx. Friendly service.

## NEW YORK, N. Y.

**Lincoln Warehouse Corporation**

1187 to 1201 Third Ave.  
at 69th and 70th Streets

Offers to consignors of choice and valuable household furnishings an unexcelled service for storage, including transportation, packing or unpacking by experts of long experience. The background for this satisfying and appreciated service is an enviable reputation built up over a period of forty years and an ever increasing patronage from reputable shippers everywhere.

Alexander Gaw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

## NEW YORK, N. Y.

**MAMMOTH STORAGE**

WAREHOUSE, INC.

General Offices: 410-416 E. 54th STREET

New Fireproof Warehouse in Mid-Manhattan. Household Goods  
and Merchandise Storage. Distribution—Efficiently and Promptly  
Handled. Low Insurance Rate.

## NEW YORK, N. Y.

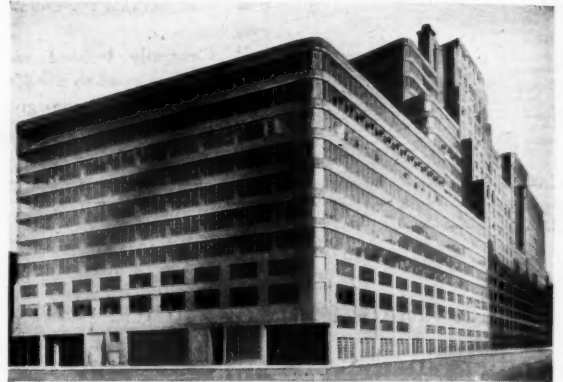
General Distribution and Freight Forwarding  
from an Ultra-Modern Warehouse

**IDEALLY LOCATED**  
IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland Tunnel

Unusual facilities backed by 15 years of freight  
forwarding and transportation. Large fleet of fast  
motor trucks for all kinds of distribution. Lehigh  
Valley R. R. siding—10 car capacity—in the building.  
Expert handling—domestic or foreign.

**MULLIGAN MIDTOWN WAREHOUSE, INC.**  
Genl. Offices, Starrett Lehigh Bldg., 13th Ave. & 26th St.

**STARRETT LEHIGH  
BUILDING****Look Before You Locate**

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

**IT HAS —**

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

**INVESTIGATE THE ADVANTAGES OF THIS BUILDING**

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

**Starrett Lehigh Building**

D. R. CROTSLEY, Manager, 601 West 26th Street  
Telephone: CHickering 4-0297

NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

**ROYAL WAREHOUSE CORP.**  
**GENERAL MERCHANDISE**  
**STORAGE—DISTRIBUTION—POOL CARS**

*Located in the Hub of Greater New York  
Crane Equipped*

Long Island City

New York

NEW YORK, N. Y.

**SERVING**  
**Greater**  
**New York**  
**and All Points**  
**in**  
**Westchester**  
**County**

**SANTINI BROS., INC.**

**MOVERS—PACKERS—**  
**SHIPPERS**

General Offices 1405-11 Jerome Ave.

Tel.—JEROME 6-6000

Four Fireproof Warehouses

2,500,000 CUBIC FEET

**POOL CAR DISTRIBUTION**

NEW YORK, N. Y.

**Complete Facilities**

for

**GENERAL MERCHANDISE & COLD STORAGE**

**44 Years of Satisfactory Service**

Direct track connections with the New York Central, Erie and Lehigh Valley Railroads.

Ideally located in the very center of New York. Adjacent to all Piers, Railroad Terminals and Jobbing Centers.

Twenty-five separate warehouses all fully sprinklered, supervisory alarms and low insurance rates.

2,000,000 cubic feet of cold storage space. Separate rooms with temperatures from zero to any degree desired.

**TERMINAL WAREHOUSE**  
**COMPANY**

**New York**

INCORPORATED 1889

27th to 28th Streets, 11th to 13th Avenues  
New York City

ROCHESTER, N. Y.

**Clancy Carting and Storage Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse

55-55 Railroad Street

General Merchandise Storage . Distribution

Household Goods Storage . Shipping

Pool Cars Distributed and Reshipped

Direct R. R. Siding N. Y. Central

In the Center of Rochester

ROCHESTER, N. Y.

*Established 1893*

Storage of Automobiles and General Merchandise

N. Y. C. R. R. 10 Car Capacity, Private Siding

Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

Member of A. W. A.

ROCHESTER, N. Y.

**MERCHANDISE**  
**STORAGE**

*Distribution*  
*and Forwarding—Store Door Delivery*

**ROCHESTER STORAGE WAREHOUSES, Inc.**

SCHENECTADY, N. Y.

**Schenectady Storage and Trucking**

**McCormack Highway Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care

**MOVING — STORAGE — PACKING — SHIPPING**

Mdse. Storage

Private Siding

Pool Cars Handled

SYRACUSE, N. Y.

**Ready To Serve!**

Complete facilities

Central location

Modern, fireproof building

Railroad siding

Store door delivery to any part

of central N. Y.

Prompt, efficient service

Call on us!

MEMBERS

A.W.A.

N.F.W.A.

A.C. of W.

A.V.L.

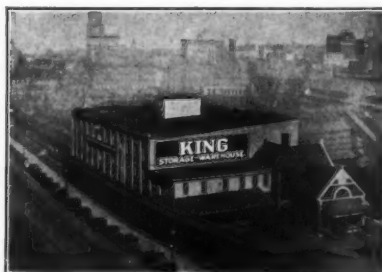
**Great Northern Warehouses, Inc.**

348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

**DISTRIBUTION KING STORAGE**

SINCE 1897



**MERCHANDISE**

**HOUSEHOLD**  
**GOODS**

**MOTOR FRT.**  
**STORE DOOR**  
**DELIVERY**

MEMBERS

A.W.A. N.F.W.A.

AGT. A.V.L.



## TROY, N. Y.

Estate of Wm. H. Lanigan

**William Lee & Co.**

421-423-425 RIVER ST.

Household Goods, Storage, Packing, Shipping

Pool Cars Distributed

Fleet of Motor Vans for Local and Long Distance Work

## UTICA, N. Y.

**Broad Street Warehouse Corporation**

Broad &amp; Mohawk Sts., Utica, N. Y.

**MODERN STORAGE WAREHOUSE**

100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates. Sprinklered and Heated. Private Offices for Manufacturers' Representatives.

Modern Facilities for

**STORAGE - PACKING - DISTRIBUTION - FORWARDING**  
Of Merchandise, Automobiles, Household Goods  
"IN THE HEART OF NEW YORK STATE"

## UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**  
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

## WATERTOWN, N. Y.

**Marcy-Buck & Winslow, Inc.**

General Storage, Trucking and Transfer

Fireproof Warehouse 25,000 Sq. Feet

Non-fireproof Warehouse 30,000 Sq. Feet

Moving, Packing, Shipping

Members: N. F. W. A.—A. W. A.—N. Y. S. W. A.—O. N. Y. W. C.

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## BURLINGTON, N. C.

**Barnwell Warehouse & Brokerage Co.**

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina. Distributing trucks going to practically all points in the State daily.

## CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## CHARLOTTE, N. C.

**STANDARD BONDED WAREHOUSE COMPANY**

1211 McCall Street

MERCHANDISE STORAGE AND DISTRIBUTION

PRIVATE SIDING

MOTOR SERVICE

INSURANCE RATE 13½c.

Member A. W. A.

## CHARLOTTE, N. C.

**MERCHANDISE STORAGE**

Pool Car Distributors

Private Sidings

**UNION STORAGE & WAREHOUSE CO., INC.**

(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25c



## GREENSBORO, N. C.

E. C. LAND

**Champion Storage & Trucking Co.**

Storage and Distributing Merchandise

Truck Deliveries Within Radius of Fifty Miles.

Light Fast Trucks

213 E. Washington St., Greensboro, N. C.

## GREENSBORO, N. C.

**SOUTH ATLANTIC  
BONDED WAREHOUSE CORPORATION**  
GREENSBORO, N. C.

Storage of Merchandise and Household Goods Distribution. Operating Union Motor Freight Terminal. Sprinkler System. Low Insurance.

Pool Cars Handled Promptly

Member of A.W.A., N.F.W.A.

## WILMINGTON, N. C.

35,000 Sq. Ft. Floor Space—Fireproof

**Farrar Transfer & Storage Warehouse**

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION

MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

## WINSTON-SALEM, N. C.

Established 1915

**Lentz Transfer & Storage Company**

Office: 232 S. Liberty St., Winston-Salem, N. C.

Fireproof Bonded Warehouse Centrally Located—Ins. Rate .30% cents.—General Merchandise Storage and Distribution—Household Goods Storage—Packing—Shipping Direct R.R. Siding. Pool Car Distribution—Local and Long Distance Moving.

Member of N. F. W. A.



## FARGO, N. D.

**Union Storage & Transfer Co., Fargo, N. D.**

General Storage—Cold Storage—Household Goods

Established 1908

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Common storage, cold storage and household goods. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—Minn. WA—NFWA.

**Member Ohio Furniture Warehousemen's Assn.**

**Fireproof Warehouse**—Local and long distance moving.

**CONSIGN VIA BALTIMORE AND OHIO RAILROAD**

**Largest Most Modern Strictly Fireproof Warehouse in Ohio**  
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

**Pool Cars  
Inter-City Truck Depot**



Near all railroads entering Cincinnati. Serve all suburbs.  
Member NFWA-OWA

**Offices—Guardian Bldg.**

**THE CURTIS BROS. TRANSFER COMPANY**  
Cleveland, Ohio  
*Member of A. W. A.*

**THE DISTRIBUTION TERMINAL  
& COLD STORAGE CO., CLEVELAND  
OHIO**

### Continent-wide Connections

## MEMBERS A.W.A. O.W.A.

**LEDERER**  
**SERVICE**  
**TERMINAL**  
**BUILDS BETTER BUSINESS**

West 25th St. Whse.  
Private Siding Erie Ry.

## CLEVELAND, OHIO

## DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



## LINCOLN STORAGE

Geo. A. Rutherford, Pres. W. E. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

## CLEVELAND, OHIO

## NEAL

is the exclusive representative in Greater Cleveland for THE AERO-MAYFLOWER TRANSIT CO.

Quick . . . Safe . . . Low Cost Inter-City Moving

Eight modern warehouses . . . private switch facilities



**The NEAL STORAGE COMPANY**  
CLEVELAND . . . . . OHIO

## CLEVELAND, OHIO

## THE OHIO TERMINAL CO.

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E. CLEVELAND OHIO

## COLUMBUS, OHIO

## FIREPROOF STORAGE

## COLUMBUS WAREHOUSES, Inc.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

MEMBERS: O.W.A.

## COTTER WAREHOUSES

INCORPORATED

MERCHANDISE STORAGE

AND

POOL CAR DISTRIBUTION

STORE DOOR DELIVERY

## COLUMBUS, OHIO

Moving—Packing—Shipping—Storage

THE

## FIREPROOF

Warehouse & Storage Co.

Pool Cars Distributed

1018-32 No. High St.

## COLUMBUS, OHIO

## COLUMBUS

in the Center of the Nation

The Merchandise Warehouse Co. in the Center of Columbus

Ready to serve you. Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warehouse.

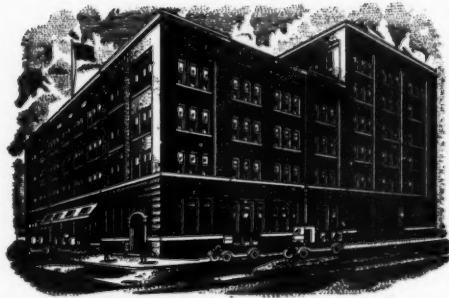
THE MERCHANDISE WAREHOUSE CO. 370 W. Broad St., Columbus, Ohio

Member—American Chain of Warehouses

## COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIREPROOF



LOW INSURANCE

THE NEILSTON WAREHOUSE CO.

## DAYTON, OHIO

THOS. F. LARKIN

WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

## MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines.

MEMBER N. F. W. A.

## MARION, OHIO

## WRIGHT

TRANSFER & STORAGE CO.

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.

## MIDDLETOWN, OHIO

Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

## SPRINGFIELD, OHIO

MEMBER



WAGNER WAREHOUSE CORPORATION

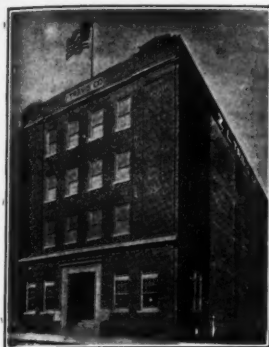
Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.



STEUBENVILLE, OHIO



Z. L. TRAVIS, Pres. and Gen. Mgr.

**Z. L. Travis Co.**

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet  
Reinforced Concrete

Household Goods Packed,  
Shipped and Stored

Distribute Household  
Goods and Merchandise,  
Pool Cars, Long  
Distance Moving.

Consign C. L. Shipments  
P. C. C. &  
St. L.

Members:  
N. F. W. A.—O. W. A.



TOLEDO, OHIO

**Great Lakes Terminal Warehouse Co.**  
of Toledo  
355 Morris Street

Merchandise Storage and Distribution  
Store Door Delivery Complete Service  
Private siding New York Central and B. & O. R.R.

TOLEDO, OHIO

**TOLEDO TERMINAL WAREHOUSE, INC.**  
128-138 Vance St.

Merchandise Storage and Distribution  
Excellent Service  
Member A. W. A.

YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**  
EST. 1887  
CRATING — PACKING — MOVING  
**STORAGE**  
YOUNGSTOWN, OHIO

ENID, OKLA.

**The Enid Transfer and Storage Co., Inc.**

Located on a spur of the Mt. Louis and San Francisco Railway Co., in a three-story brick and reinforced steel building, is equipped with sprinkler system of fire control. Centrally located, a favorable rate set-up prevails for entire area embracing Northern and Northwestern Oklahoma and Southern and Southwestern Kansas. Daily freight or express service is available to nearly all points in the above section.

202-206 East Maple Street

Enid, Okla.

OKLAHOMA CITY, OKLA.

Member A. W. A.

**Commercial Warehouse Co.**

Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

14c. Insurance

The Men Who Distribute

**General Electric Products**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**  
General Warehousing and Distribution



**MOTOR  
TRUCKS  
& TEAMING**

**HOUSEHOLD  
GOODS**

**MERCHANDISE**

MEMBERS  
NFWA, AWA,  
Am. Chain Dist.  
Service, Inc.

OKLAHOMA CITY, OKLA.

Bonded Under State Law  
**Oklahoma Bonded Warehouse Company**  
Merchandise Warehousing  
Pool Car Distribution

Free Switching  
Private Trackage  
P. O. Box 1222

50,000 Sq. Ft.  
Floor Space.  
Fireproof

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Merchandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California Avenue

We Solicit Your Accounts for Transfer and Storage  
Members of American and National Warehousemen's Associations

TULSA, OKLA.

**Federal Storage Company**

GENERAL WAREHOUSING & DISTRIBUTION  
CLOSE TO RETAIL DISTRICT  
LOW INSURANCE SPRINKLER SYSTEM

MEMBERS—A.W.A., N.F.W.A., T.S.W.T.A.

TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

TULSA, OKLA.



Fire Proof Warehouse  
Merchandise and Household Goods Storage  
Oklahoma's Leading Warehouse

**Tulsa Terminal Storage & Transfer Co.**

8 N. Cheyenne

Tulsa, Okla.

Members A.W.A., N.F.W.A.

## PORTLAND, ORE.

W. H. McMurtry, Oper. Exec.

**Colonial Warehouse and Transfer Co.**  
Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act.  
Merchandise, Storage and Distribution.  
Private Siding. Free Switching. Sprinklered.  
450 GLISAN STREET

## PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

480 HOYT STREET

**General Merchandise Storage and  
Distribution**

Private Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION  
A SPECIALTY**

Member A. W. A.—Amer. Chain

Established 1884

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE STORAGE &amp; WAREHOUSING

**Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

175 15th St., North, PORTLAND, OREGON

## PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established in 1848

474 Glisan Street Portland, Oregon

**U. S. BONDED and PUBLIC WAREHOUSES**

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped.

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

**DISTRIBUTION  
A SPECIALTY**

Low Rates Prompt Service  
Commercial Accounts Only

Let us be Your Pacific Coast Agents  
Complete Warehouse and Drayage Facilities—32 Motor Trucks  
Just consign Your LCL or Carload Shipments

TO

**RAPID TRANSFER & STORAGE CO., INC.**

200-208 OAK ST.

PORTLAND, OREGON

and we will do the rest.

## PORTLAND, ORE.

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinklered System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fw'dg Co.

ALLENTOWN, PA.  
BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

**LEHIGH AND NEW ENGLAND TERMINAL WARE-  
HOUSE COMPANY**

15th Avenue, North of Broad St., Bethlehem, Pa.

## DONORA, PA.

**AL ZEFFIRO  
TRANSFER & STORAGE**

Gen. Offices: 8th St. and Meldon Ave.

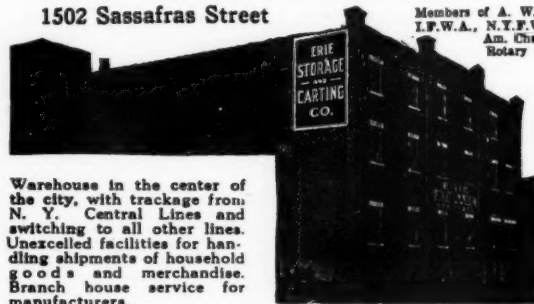
Household Goods Storage, Packing, Shipping, General Merchandise  
Storage and Distribution.  
Specialists in Pool Car Distribution and Long Distance Hauling

## ERIE, PA.

**ERIE****STORAGE & CARTING CO.**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

## HARRISBURG, PA.

"Transportation Specialists"

**CENTRAL STORAGE & TRANSFER CO.**  
11th AND STATE ST.

Pool Car Distribution Specialists.

Fleet of 25 trucks for local and long distance delivery.  
Hauling of all kinds.

Household Goods and General Merchandise.  
Daily truck connections to points within 100 mile radius.  
Largest trucking concern in Central Pennsylvania.

## HARRISBURG, PA.

**Pool Cars**

Efficiently  
Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's  
Association, Penna. Furniture Warehousemen's Association

HAZLETON, PA.

CHRIST N. KARN, Prop.

## KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage, Packing, Shipping  
Merchandise Storage and Distribution  
Pool Cars Distributed. Local and Long Distance Hauling  
Members of N. F. W. A.



JOHNSTOWN, PA.

## I. D. REPLOGLE STORAGE CO.

438 HORNER ST.

Household Goods Storage, Packing, Shipping

General Merchandise Storage

Pool Car Distribution

Private Siding. Specify B. & O. Delivery



LANCASTER, PA.

## Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

## Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, ~~trans-~~  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

Members P.F.W.A. P.S.W.A.

NEW CASTLE, PA.

## Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.  
Members N. F. W. A. Members Penna. Ware. Assoc.

OIL CITY, PA.

## CARNAHAN Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.  
Forwarding agents Members N. F. W. A.

The Men Who Distribute

### Ivory Soap

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

PHILADELPHIA, PA.

## ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

## FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

## Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.

LEAH ABBOTT, Secy.

This type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

## HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of motor vans.

PHILADELPHIA, PA.

BUELL G. MILLER, President

## MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.F.W.A., P.F.W.A., P.M.T.A., Can. S. & T.

The Men Who Distribute

### Snider's Catsup

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and consult the Directory of Warehouses



Just think... a mod-  
ern, new hotel, in the  
heart of New York—  
200 feet from Broad-  
way, on 45th Street.  
A room and bath for one,  
\$2.50; for two, \$3.50.

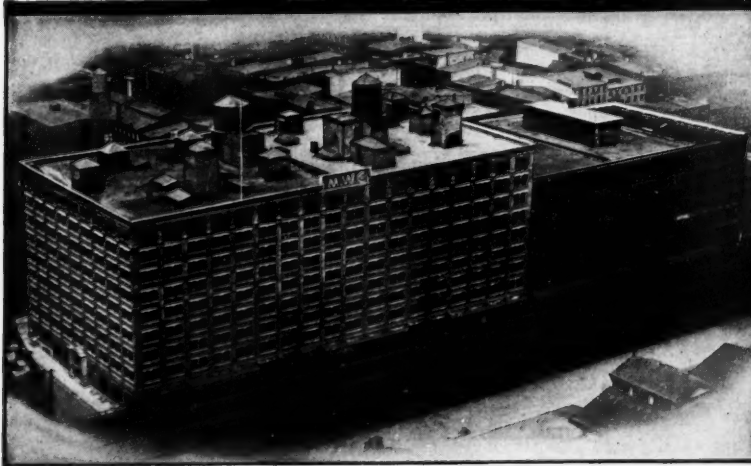
It's the **PICCADILLY**

45th STREET and BROADWAY • NEW YORK

WILLIAM MADLUNG, Mng. Dir.



# modern warehouses



2,100,000 square feet of excellent storage space is located throughout Philadelphia in the various wholesale distributing sections. Modern buildings of steel and concrete construction—served by Pennsylvania Railroad sidings. Complete sprinkler equipment throughout provides low insurance rates.

As the largest operators of public warehouses in Philadelphia we are equipped to render economically the very finest type of service incident to the handling of flour, dried fruits, canned goods, cereals, soaps, glycerine, wool, mohair, cotton, lintens, paper, newsprint, hay, straw, feed, groceries, refrigerators, cabinets, furniture, and all classes of package freight. Liberal allowances may be had on stored goods. Send for illustrated booklet which describes in detail the facilities of each warehouse.

strategically  
located for  
the efficient  
handling  
storing and  
distribution of  
merchandise

- Delaware Avenue and Chestnut Street
- Delaware Avenue and Walnut Street
- Carpenter and Fifteenth Streets
- 1035-1075 North Delaware Avenue
- Chestnut and Thirty-second Streets
- Front and Berks Streets
- Delaware Avenue and Federal Street
- Front and Bainbridge Streets
- Front and Kenilworth Streets
- Delaware Avenue and Kenilworth Street
- Delaware Avenue and Swanson Street

## Merchants Warehouse Co

HARVEY C. MILLER, *President*

**GENERAL OFFICES 10 CHESTNUT ST. PHILA.**  
TELEPHONES BELL LOMBARD 8070 ≡ KEYSTONE MAIN 9301

PHILADELPHIA, PA.

13 Warehouses 68 Acres of Floor Space Sea and Rail  
Trackage Facilities for 143 Cars. Reading R. R. Penn. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.  
**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.  
**FACILITIES**—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

## TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY

DISTRIBUTION SERVICE, INC.

100 Broad St., NEW YORK CITY  
Bowling Green 9-0986

445 W. WAB ST., CHICAGO  
Phone Sup. 7189

634 THIRD ST., SAN FRANCISCO  
Phone Butler 1461

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

PHONES: Grant 1722, Grant 4457, Atlantic 3020

IN THE HEART OF PITTSBURGH JOBBING DISTRICT  
WHITE TERMINAL CO.

17th & Pike Streets

Food Products  
Merchandise

WAREHOUSING

Also operating

WHITE MOTOR EXPRESS CO.  
TRUCKING SERVICE

PENNA. R.R. SIDING

PITTSBURGH, PA.

Pool Cars  
Distributed

PITTSBURGH, PA.

### 1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise  
Large fleet of Local and Long Distance Vans. Expert packers and  
handlers. Let us serve you!

### Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Euclid Aves., Pittsburgh, Penna.  
Member A. W. A.—N. F. W. A.

READING, PA.

MEMBER



### COLUMBIAN WAREHOUSE COMPANY

Offices, 5th and Laurel

Merchandise and Household Goods Storage  
and Distribution

Sprinklered—lowest insurance rate in city  
Penna. R.R. Siding Pool Car Distribution

PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

### Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

SCRANTON, PA.

R. F. POST

### DRAYMAN & STORAGE WAREHOUSE

101-111 N. 7th St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

POOL CARS

PACKING

PITTSBURGH, PA.

POOL CAR DISTRIBUTING

### SOUTH SIDE TRANSFER & STORAGE CO.

HOUSEHOLD GOODS STORAGE, PACKING, CRATING

Gen. Office, 90 So. 15th St.

### MERCHANDISE STORAGE AND DISTRIBUTION

Railroad siding for 15 cars. Ship via Pa. R. R.

601-649 E. CARSON ST. OFFICE, 649 CARSON ST.

FLEET OF MOTOR TRUCKS FOR ALL KINDS OF DISTRIBUTION

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

### KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

## WILKES-BARRE, PA.

"Same Day Service"

**MERCHANTS WAREHOUSING COMPANY**

Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

19-35 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.



## PROVIDENCE, R. I.

**JONES WAREHOUSES, INC.**

FIRE-PROOF

Moving—Packing—Shipping

Office, 59 Central St.

Member National Furniture Warehousemen's Assn.

## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**

Storage Cotton and General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Co.**Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## CHATTANOOGA, TENN.

20 YEARS SATISFACTORY SERVICE



**ARROW**  
TRANSFER & STORAGE CO.



88,000 SQUARE FEET MODERN CONCRETE WAREHOUSE

## KNOXVILLE, TENN.

J. E. Dupes, Pres. &amp; Gen. Mgr.—C. H. Pauli, Treas.

**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company

Member, Mayflower Warehousemen's Association &amp; So. W. A.

## KNOXVILLE, TENN.

**FIREPROOF STORAGE & VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

138,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00  
per annum.  
Pool Cars distributed.

Household goods shipments  
solicited. Prompt remittance  
made.

MEMBERS

American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

## MEMPHIS, TENN.

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots

and from Cotton Belt R. R. Stations

Insurance Rate \$1.41 per \$1,000 per Annum

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.

## MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE COMPANY**2-8 East and 2-12 West Calhoun Avenue  
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"



## MEMPHIS, TENN.

**IN THE HEART**

of Memphis' wholesale district and railroad terminals, two modern warehouses  
ready to serve you well. Low Insurance, pool car distribution, forwarding, motor  
truck service. Consign shipments via any road entering city.

Owned by Geo. T. Houston & Co. Mgr. and Oper. Exec., H. K. Houston  
Est. 1930

MDSE.

ASSOC. A. W. Am.—D. S. Inc.

UNITED WAREHOUSE &amp; TERMINAL CO.

137 East Calhoun Ave.

The Men Who Distribute

**Purina Whole Wheat Flour**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



NASHVILLE, TENN.



MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE  
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING  
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

**BOND-CHADWELL Co.**

100 TO 124 FIRST AVENUE, N. 1623-1625 BROADWAY

NASHVILLE, TENN.

521 Eighth Ave., So.



**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

**The PRICE-BASS CO.**

Office and Warehouse:  
194-204 Hermitage Ave.

Over 100,000 Sq. Ft. on Tennessee Central Railway Tracks.

Equipped with Automatic Sprinkler.

Lowest Insurance Rate on General Storage in Nashville.

Free Switching.

Distribution of Warehouse Stock and Pool Cars.

AMARILLO, TEXAS  
LUBBOCK, TEXAS

**Armstrong Transfer & Storage Co., Inc.**

Manufacture Distributors of Merchandise

**BONDED WAREHOUSES**

AMARILLO AND LUBBOCK, TEXAS

Member T. S. W.—Amarillo Warehousemen's Association  
—American Chain of Warehouses



AUSTIN, TEXAS

**SCOBAY**

FIREPROOF

**WAREHOUSE**

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

BEAUMONT, TEXAS

**TERMINAL WAREHOUSE & STORAGE CO.**

General Merchandise Storage

Forwarding and Distribution

Modern Fireproof Building

BEST CONNECTIONS WITH FREIGHT LINES,  
RAILROADS, AND STEAMSHIPS

BROWNWOOD, TEXAS

**Johnson Storage & Distributing Co.**

Most up-to-date warehouse in the City, of brick construction.  
Storage of merchandise and household goods, pool car distribution. Subsidiaries, Johnson Motor Freight Lines. Operating daily service from Dallas, Fort Worth, Oklahoma City, Coleman and Ballinger.

General Office of MOTOR FREIGHT LINE

260 West 15th St.

Fort Worth, Texas

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.  
May Crocker—Sec. & Treas.

**CROCKER**  
**TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

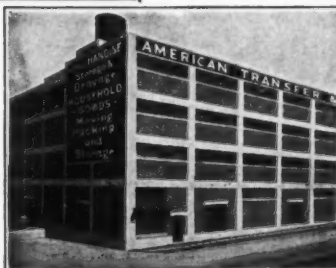
Merchandise & Household Goods

Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. T.S.W.T.A.

DALLAS, TEXAS

REFERENCE: ANY DALLAS BANK



**BONDED  
FIREPROOF  
WAREHOUSE.  
MERCHANDISE,  
STORAGE,  
DRAYAGE,  
DISTRIBUTION.**

Household Goods  
Moved, Stored,  
Packed and Shipped

**AMERICAN**

TRANSFER & STORAGE CO.

K. K. Meisenbach

2312-20 Griffin Street

Jack Orr

DALLAS, TEXAS.

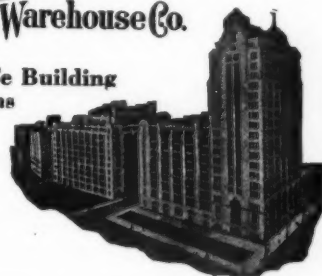
E. D. Balcom

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**Dallas Transfer and  
Terminal Warehouse Co.**

Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers,  
and Warehouse  
Space



MEMBERS

A. W. A., N. F. W. A., American Chain of Warehouses,  
Texas Warehouse & Transfermen's Assn., Rotary Club.

DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof  
Storage & Transfer Co.**

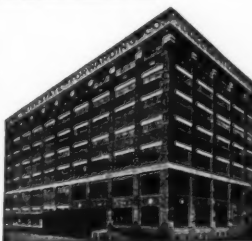
For Fireproof Storage and  
Distribution Service

Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
plant.

Household Goods Stored, Moved,  
Packed and Shipped.

DALLAS—The Logical Distribution  
City for the Great Southwest.



**The Interstate Fireproof Storage & Transfer Co.**

201-07 North Market Street

W. I. Ford

Associate Managers

R. E. Egan

## EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.



## FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Company, Inc.**

255 W. 15th St.

Fort Worth, Tex.

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIREPROOF  
WAREHOUSES**

Cartage Free on Distribution Cars

Forwarders

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight lines.  
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

## HOUSTON, TEXAS

**PATRICK TRANSFER & STORAGE CO.**

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution

Operators—Houston Division

LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL  
WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street

Chicago Office: 427 West 27th Street

## HOUSTON, TEXAS

IN HOUSTON

**Westheimer  
Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service  
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY

Benj. S. Hurwitz  
President

Members N. F. W. A.  
State and Local Assn.

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.  
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

50 years of satisfactory service

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.  
BONDED FIREPROOF**

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE

Dependable Service Since 1913

## SAN ANTONIO, TEXAS

**SCOBEE  
FIREPROOF  
STORAGE**

SAN ANTONIO, TEXAS

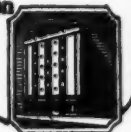
General Warehousing and Distribution

CAPACITY 1,350,000 CU. FT.

THE HOUSE of SECURITY

Member four leading associations

Write for freight tariff to all  
points in San Antonio Territory



## SAN ANTONIO, TEXAS

MEMBER



WAREHOUSEMEN'S ASSOCIATION

**SOUTHERN TRANSFER CO.  
FIREPROOF BONDED STORAGE**

Lowest insurance rate in San Antonio

Receivers and Forwarders of Merchandise

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

## WICHITA FALLS, TEXAS

**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory

Tarry Warehouse &amp; Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.  
Texas Southwest Warehouse Assn.

See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH

**WESTERN GATEWAY STORAGE COMPANY**

Both Cold and Dry Storage

A Modern Commercial Warehouse

Bonded Service

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**Over 1,000,000 cubic feet reinforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by

**DISTRIBUTION SERVICE, INC.**100 Broad St. NEW YORK CITY Phone Bowling Green 9-0936  
445 W. Erie St. CHICAGO Phone Sup. 7180  
625 Third St. SAN FRANCISCO Phone Butler 3461An Association of Good Warehouses  
Located at Strategic Distribution Centers

## SALT LAKE CITY, UTAH

"THIS IS THE PLACE"

**SECURITY STORAGE  
& COMMISSION CO.**

We have good facilities for manufacturers or agents, to warehouse and distribute; also office space. **SPRINKLERED BUILDINGS.** Separate units for storing different classes of goods. Private trackage connecting with all railroads. Our experience has been more than 20 years receiving and forwarding many kinds of articles. **SATISFACTORY SERVICE AND CORRECT CHARGES ARE WATCH-WORDS WITH US.**

## BURLINGTON, VT.

**J. M. HOTCHKISS**

Railroad siding—Motor trucks—Pool car service

**Merchandise Storage and Distribution**

Branch warehouse service combined with complete truck delivery service in Vermont and Northern New York at reasonable rates.

357 So. Champlain St.

Phone 955

## NORFOLK, VA.

AUTOMOBILES

HOUSEHOLD GOODS

MERCHANDISE

**THE BELL STORAGE COMPANY, INC.**

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE ON RAIL SIDINGS. 50,000 SQUARE FEET.

Motor Van Service.

Low Insurance.

Pool Cars Distributed.

WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION  
Member M.W.A. & S.W.A.

## PETERSBURG, VA.

J. F. Spedel, Manager

**Petersburg Bonded Warehouse Corp.**Triple "A" concrete building. A. C. L., siding.  
Dry pipe Automatic Sprinkler**DRY, SAFE, FIREPROOF, BONDED and RELIABLE.**  
Rates are based on our low expense to permit you to use this medium as a base of operations for this whole territory.

Write for proof. Include sizes and weights.

22 S. Market St.

P. O. Box 625

## RICHMOND, VA.

**55 YEARS OF UNINTERRUPTED AND EXPERT SERVICE****BROOKS TRANSFER AND STORAGE CO., Inc.**  
1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage—Packing and Shipping of Household Goods—Pool Car Distribution—Motor Van Service to All States East of Mississippi River.

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